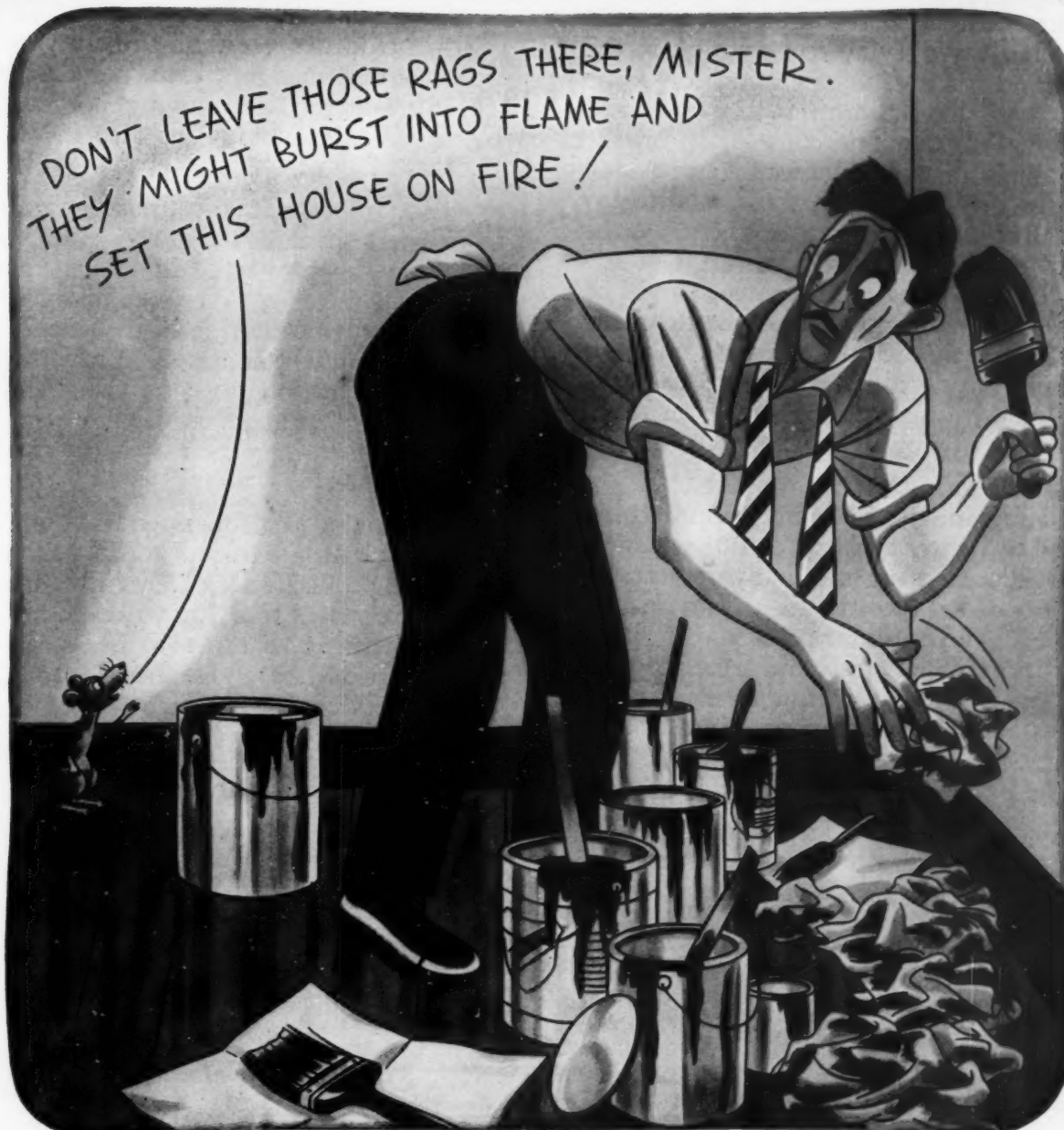


The NATIONAL UNDERWRITER



Many fires reported as "cause unknown" actually are due to spontaneous combustion. They start themselves from paint rags, oily cleaning cloths or mops. The material heats up internally from chemical action—and then bursts into flame. Play safe! Keep oily rags in metal containers with tight covers.

Aetna Insurance Group



HARTFORD, CONNECTICUT

AETNA INSURANCE CO.
THE CENTURY INDEMNITY COMPANY

STANDARD INSURANCE CO. OF N. Y.
THE WORLD FIRE & MARINE INSURANCE CO.
PIEDMONT FIRE INSURANCE COMPANY

This advertisement also appears—in color—in Time, Newsweek and the United States News. W. Ross McCain, President.



THURSDAY, NOVEMBER 4, 1948

Editorial

Welsh Warns of Tighter Money

Your National Association of Insurance Agents is always trying to assist you in the sound and successful operation of your Agency. We have at various times called to your attention new and constructive methods of handling your business, and issued warnings of impending conditions which might adversely affect your business. As the cycle of economic trends swings out of the era of flush and easy money into a period of tighter money and greater competition for business, it is well for us to remind you that you must pay greater attention to your premium accounts, and to urge you to so handle your accounts that they may not become delinquent.

We are gradually but surely approaching a period of tighter and harder money conditions. Already there are many indications that parts of the country are already in that period. Competition, particularly price competition, will increase and cause the careless agent considerable trouble in securing business and in collecting premiums.

Your National Association believes it is timely to remind each of you to exercise greater credit care, and to render more careful and thoughtful service to your clients. We believe that unless you carefully watch your

credit accounts you may shortly find yourself in trouble. We wish to help you avoid those errors that may cause some of you to be hurt financially, and by not exercising proper credit precautions also injure your clients . . .

In many cases it is just poor judgment on our part in accepting the risk without making the proper credit arrangements to fit the character of the risk. Too many times we forget the collecting of the premium and dream about the commission involved. We should be reasonably sure the premium is going to be paid to us when we make the sale. A little care here will save a lot of trouble later.

This is my Fall message to you. It is a serious challenge to you to do your part in avoiding collection problems in your agency. I sincerely hope that you will heed my warning to the end that you will be saved many premium dollars, and at the same time render a real service to your client.

WILLIAM P. WELSH, *President*
National Association of Insurance Agents

(Editorial from "American Agency Bulletin" for Sept. 1948.
Reprinted by permission.)

AGENTS ARE CORDIALLY INVITED TO ASK FOR A FREE COPY OF OUR COLLECTION BOOKLET: "GETTING THE MOST OUT OF YOUR COLLECTIONS!"

**NORTH BRITISH AND MERCANTILE INSURANCE
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THE MERCANTILE INSURANCE COMPANY OF AMERICA

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150 WILLIAM STREET, NEW YORK 7, N. Y.

New York

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Boston

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Dineen Answers Critics of Study on 1921 Profit Formula

**McCullough Report Not
a "Menace" to the
Industry, He Says**

NEW YORK — Speaking at the annual dinner of General Brokers Assn. here, Superintendent Dineen of New York replied to recent attacks on his department's study of the 1921 profit formula. To protect the public interest, he said, the department wants to know whether the formula is as good today as it was then.

With Congress looking over the shoulder of every insurance commissioner, and second guessing their moves, it is necessary, he stated, to have figures to support every decision so that the entire record can be documented. That record must show that no arbitrarily adopted rates are being used, he said.

Defends McCullough Report

The McCullough report is the first step, he said, in a lengthy study of fire company profits and his department is now preparing an answer to the industry's reply to the report. He denied that there is any "alarm" on the part of the industry in regard to this study, and said that there was no "menace" either. A reasonable formula must be reached and his department intends to continue studying the problem until a solution to the problem is found.

Wants Supporting Figures

The profit loading in some fire insurance rates runs as high as 8%, he commented, contrasting this with the rates submitted by National Bureau of Casualty Underwriters where the profit loading averages from 2 to 4%. On matters affecting the public interest, his department is not one to take things on faith alone, he stated, adding that he wants fully documented data. This will enable him to welcome any congressional committee that wants to investigate the insurance business and prove to it that arbitrary and non-competitive rates are not foisted upon the public.

His department is neither bureaucratic nor arbitrary, he said, and makes a thorough study of problems presented to it before making any decisions. As an example of this, he said that in preparing its uniform accounting regulation, his department had employed 15 accountants, examined 291 companies doing business throughout the country in the fire and casualty field, and then served notice to 520 companies that public hearings on this subject would be held. The McCullough report was prepared after a similar study of industry procedures, and although it is not the final answer to the problem, with it and the National Board's reply, his department hopes to find a solution.

Interstate Underwriting

Speaking briefly on the interstate underwriting situation, he said it appears that the companies are attempting to revert to a system of averaging specific rates which was abandoned 20 years ago, and that the New York department will not accept that decision without exploring it further. Hearings have been

Mutual Loss Men Criticize New Forms

**Call Wind Deductible
Ambiguous, Hawkins New
Group Chairman**

The Mutual Loss Managers' Conference at Chicago last week drew a record-breaking turnout of over 150 loss executives and adjusters and covered a variety of topics, with the new wind-storm deductibles in many states attracting universal interest. The group was virtually unanimous in criticizing the deductible clauses and endorsements as ambiguous and almost certain to cause trouble in adjustments.

The deductible clauses came in for criticism during the Friday morning panel on form changes and coverage problems, which proved so popular that an extra session was held Friday afternoon. The panel consisted of F. E. Binninger, Indianapolis, Grain Dealers Mutual, L. E. Bronson, New Haven, and W. J. E. Webber, Memphis. G. S. Peich, Minneapolis, Hardware Mutual, was chairman of the panel.

Concurrency Problems

One of the worst features of the deductible rules, the loss men agreed, is the ambiguity of the clauses in cases where insurance is increased after the rule has gone into effect. It was felt this may produce awkward concurrencies. There was also criticism of the ambiguity of the clause as to losses to property outside of buildings and everyone expressed hope that the clause will be rewritten.

The panel discussion followed a review by J. C. O'Connor, Cincinnati, editor "Fire, Casualty & Surety Bulletins" and associate editor *THE NATIONAL UNDERWRITER*, on recent form changes. Mr. O'Connor also took part in the panel.

Sherwood Hails Cooperation

D. B. Sherwood, New York, general adjuster National Board of Fire Underwriters, made a great hit at the Thursday luncheon with his account of how mutual and stock interests have cooperated in adjustment work. He praised the mutual executives and adjusters for their unstinted cooperation and said the old days of trying to throw an inequitable apportionment on a competing insurer must never return, for the good of the entire insurance business. He contrasted the difficulty the National Board experienced in 1934 in drawing rules for non-concurrent apportionments with the relatively easy progress of the recent agreement of guiding prin-

scheduled to discuss the problem and he hopes to find a solution that will be helpful to buyers and producers and fair to the companies.

At the dinner, attended by more than 700 producers and industry executives, George F. Sullivan, president of General Brokers Assn., awarded its gold medal to W. E. Mallalieu, general manager of National Board, for distinguished service to the industry. Mr. Mallalieu expressed his gratitude to the brokers and accepted it on behalf of the board and its companies, and as an expression of interest on the part of producers in fire prevention and loss reduction.

Francis R. Stoddard, former New York superintendent, showed plenty of humor as toastmaster while pinch-hitting for Judge Albert Conway, another former superintendent, who was unable to attend. Commissioner Harrington of Massachusetts was among those present.

J. B. Bailey Heads Tennessee Agents

NASHVILLE — John B. Bailey, Knoxville, was elected president of Tennessee Assn. of Insurance Agents at the annual meeting here.

Regional vice-presidents are Walter Greenspan, Chattanooga, for east Tennessee; Ray Ward, Sparta, for middle Tennessee; and Earl Seaton, Jackson, for west Tennessee; directors, Charles McLeod, Dyersburg; J. G. Holleman, Clarksville, and J. Ross Reed, Greenville; secretary, Victor Hexter, Memphis; treasurer, W. P. Deese, Nashville.

An overflow crowd heard James E. Powell, vice-president of Provident Life & Accident, declare "if the government social planners get what they want in accident and health insurance, believe me, they will never stop there."

"The Brookings Institute report, of which the social planners expected so much, did not prove favorable to compulsory health insurance—the United States has made more progress under volunteer insurance than any other country under compulsory health programs."

Mr. Powell recommended to the more than 200 agents present that they maintain their accident and health lines as a "diversification as valuable to the insurance business as it is in farming."

Maurice Herndon, of the Washington office of N.A.I.A., attributed the encroachment of consumer cooperatives on insurance as a "creeping paralysis used largely by the failure of agents to tell the story of private enterprise, and the nullification of good agents' efforts by those who only pay their dues in the organization and ride along on the coattails."

Attendance at the convention was even better than the Memphis meeting two years ago, according to George Goss, association manager. The 1949 meeting is expected to be held at Knoxville.

principles for dwelling contents losses, in which all interests were consulted. All such guiding principles, Mr. Sherwood said, must be arbitrary to some extent, but the advantage of uniform treatment, when voluntarily followed by all interests, far outweighs any objections to the arbitrary feature.

Mr. Sherwood reviewed the work of the mutual and stock interests in establishing cooperating disaster adjusting organizations following a number of recent catastrophes and cited concrete examples of difficult situations cured by cooperation.

Reed Tells of Work

Prentiss B. Reed, prominent New York adjuster and past president National Assn. of Independent Adjusters, told of the progress of his organization. Started in depression days largely to combat the fight of bar associations against lay adjusters, the organization has far outgrown its original defensive purpose and is today a strong and stabilizing influence in the business. Mr. Reed told how the group has cooperated in disaster organizations and public relations work.

B. S. Stake, St. Louis agent, drew many laughs during his talk on adjustments from the agent's viewpoint. He said that a person finds out after a loss occurs whether he is a policyholder or an insured. While some company executives tell an agent to keep out of loss adjustments, Mr. Stake pointed out that a current insurance company advertisement tells the public that it needs the local agent when a loss occurs. Actually, he said, the wrong kind of agent

Insurance Is Sensitive to New Political Swing

**Many Possible Trends Will
Have Bearing on For-
tunes of Insurance**

Insurance people, in following the tense and exciting election results were turning over in their minds what the new atmosphere might be from an insurance standpoint. Whatever the final outcome in the Truman-Dewey contest, it seemed certain that the results represented quite a swing towards what is currently being called progressive liberalism.

Probably the most immediate translation of progressive liberalism into action in a field intimately touching insurance would be in the federal social security system. The election results put the Truman and the more radical proposals for extension of social security system in an entirely new light. Features that have been largely a matter of academic discussion now become much more likely of enactment.

Nevertheless, insurance people have learned to appraise the practical effects of social security developments on their business and while there is implicit in every broadening of social security a threat of eventual socialization, there is a good deal of assurance that insurance can learn how to live with and even profit by an extension of security through public means.

Tangible changes in the insurance scene indicated by the election results are several probable important shifts in the ranks of the insurance commissioners. In Illinois there appears to be an excellent chance that Ernest Palmer may again be in office. He was an outstanding worker for Adlai Stevenson, Democrat, who was elected. Mr. Palmer was one of the main leaders among the insurance commissioners when he was in office. He made many a headline and he served as president of National Assn. of Insurance Commissioners. Indeed it was he that brought about a change in the name of that organization. It previously was National Convention of Insurance Commissioners. At any rate, it undoubtedly means the passing from the official scene of Nellis Parkinson, who has been the Illinois insurance director under the Republican regime.

Also election of a Democratic governor in Connecticut would seem to indicate that W. Ellery Allyn would be

(CONTINUED ON PAGE 24)

can spoil a settlement, but the right kind should be an important member of a team.

Dean J. Wayne Ley, Columbus, professor of insurance at Ohio State University, was the Friday luncheon speaker. H. R. Snoko discussed wind and hail damage to roofing materials, with slide pictures, and Marvin Bank, Minneapolis, Western Salvage Co., spoke on the latest developments in his field.

H. D. Heath, Chicago, Northwestern Mutual Fire, chairman of the conference, was in charge of the meeting, and F. D. Hawkins, Boston, United Mutual Fire, was elected to succeed him at the business session. It was decided to hold the 1949 session in St. Louis.

Insurers Agree to Confer with Agents on Wind Deductible

BOSTON—Criticism of the fire companies for "bungling" their public relations and failing to cooperate with the producers before making radical changes in coverages and rates, and differences with the Massachusetts commissioner over the scheme to create a higher-rated class for drivers of automobiles under the age of 25, dominated the sessions of the convention of Massachusetts Assn. of Insurance Agents here.

Outspoken attacks on the extended coverage No. 4, calling for a deductible of \$50 in windstorm damage cases, which had raged throughout the two days came to a sudden and surprising end near the close of the sessions when President Homer W. Jones of New England Insurance Exchange, scheduled to defend the companies' position in the matter, announced that instead of delivering his talk he would announce that at that very moment the companies had agreed to a conference on the subject, had called in the producers committee, and were at the time deliberating on the problem. The announcement was met with cheers since one of the principal criticisms of the companies had been the discontinuation by the companies of long-standing joint conferences with the agents' liaison committees.

Harrington Defends Stand

Commissioner Harrington, in his address before the convention, made known his opposition to the plan of segregating the 25 year old drivers, which had been proposed for the 1949 automobile liability rate schedule.

"The statistics upon which I was asked to establish a classification determined by age of driver did not include the experience of all cars operated by those under 25 years of age," declared the commissioner, "but merely on statistics involving cars driven by those under 25 years of age 'resident in the applicant's household'."

"I am of the opinion that if an age classification is to be adopted it cannot be limited to drivers under 25 years of age 'resident in the applicant's household' but must include all drivers under 25 years of age, if I am to avoid the charge of unfair discrimination," he said.

Later the position of the commissioner was attacked by Gay Gleason, general counsel of Employers Liability, who insisted adequate experience as to young drivers had been submitted. He declared that there were 24,000 car owners in the assigned risk division, that 80% of new owners since April 1 were so assigned and that one-half of the 80% were car owners of 25 years of age or less. During 1948 most of the short term business was with young drivers, and the rate was not adequate to meet the experience.

"Forty states now have an age classification," said Mr. Gleason. "The experience on young drivers in Massachusetts shows that a 50% increase in their rates would have been justified, but the companies and producers were only asking for a 20% increase, to try out the plan."

"There was no desire on the part of the companies to increase the overall premium income, merely to distribute the cost where it belonged. The proposed rate for youths meant that 65% of the car owners would have a lower rate in consequence, that 17% would have a 5% higher rate and 15% a rate 10% higher."

Dana J. Lowd of Northampton, in his presidential talk, said fire insurance companies are bungling their public relations by making major changes in coverages and rates in a slipshod manner, without adequate explanation to agents or public.

While he did not question the need for the new \$50 deductible on wind coverage, he declared that the change

At Cal. Blue Goose Luncheon



Dignitaries at the Blue Goose luncheon during the annual meeting of California Assn. of Insurance Agents. From left: John C. Stott, president National Assn. of Insurance Agents; William P. Welsh, immediate past president of N.A.I.A.; William Glassick, retiring

president of the California association; S. C. Arndt, production manager of the Finn, Smith & Medcraft general agency of San Francisco and most loyal gander of San Francisco Blue Goose, and James F. Crafts, president of Fireman's Fund companies.

Monsanto Chairman Tells of Insurance Recovery

ST. LOUIS—Stockholders of Monsanto Chemical Co. have been advised by Edgar M. Queeny, chairman, that the \$17,312,000 insurance settlement for the losses at Texas City will fall some \$2 million short of the cost of salvage, rehabilitation, replacement of inventories and improvements incorporated in the new plant.

In a report to stockholders Mr.

could hardly have been handled worse than it was in New England.

Not only did the companies fail to sound out the producers on probable public reaction, he charged, but they also failed completely to furnish any answers to the question which the new departure was sure to bring from public and producers alike.

He said he could not conceive of so important a matter being present less efficiently or in a manner to cause more confusion. He referred to the rating association's announcement of the change in a manual revision, without explanation, received by agents a week or more after the effective date.

"It is at this point," he asserted, "that the rating association officials should have the assistance and support of the companies as an organized group in co-ordinating the many factors involved in so important an undertaking."

Didn't Have Answers

"Many questions and problems automatically occur to every alert producer," he continued. "Did we at the time the changes were announced, have the answer to these questions and problems which easily could have been anticipated in advance? We did not."

"Did we have any suggestions from the companies as a group as to how best to present this new form to the public? We did not."

"Were the necessary forms available for policy writers at the time the announcement was made? They were not and are not one month later."

A resolution was adopted saying that agents and public are disturbed by the complicated rules, rates and forms for extended coverage No. 3 and No. 4, and urging that every effort be made in short order to bring about clarification and simplification.

Attendance of 653 was the largest in history.

Sir James Simpson to Retire from Top Post with Royal

Sir James Dyer Simpson, chief general manager since 1944 of Royal, and Liverpool & London & Globe, will retire May 31, 1949, at his own request.

Sir James began his association with L. & L. & G. at Glasgow, Scotland, in 1904. After experience in offices of the company in England, Scotland and Ireland, he went to Canada as deputy assistant manager at Montreal and manager at Toronto. After three years as deputy assistant manager at New York, he returned to the head office in Liverpool in 1925 as assistant secretary. He was named manager at London in 1929, and was appointed assistant general manager of Royal and L. & L. & G. when the two companies were consolidated in that year. In 1932 he was appointed a general manager, and in 1944 chief general manager.

Sir James was chairman of British Insurance Assn. in 1944-45, and is a past president of Insurance Institute of Liverpool and former chairman of Fire Salvage Assn. of Liverpool.

Reports License Pressure Drives Insurers from Sask.

REGINA—J. L. Wallace, a former local agent in Saskatchewan, who has "escaped" from that province to Quebec reports Saskatchewan agents are forced to turn over a large portion of their business to the government insurance office or face revocation of their licenses. This coupled with the fact that the government is promising higher commissions which are in the words of Mr. Wallace, "actuarially unsound," has made the government the largest underwriter in the province.

Where the rural agents at first provided the bulk of the government business, the urban agents, under coercion, are rapidly being weaned over to the government side, Mr. Wallace reports.

A number of agents have apparently moved out of the province. The fear of having licenses revoked for talking or acting out of turn hangs over the rest, the Canadian agent says. Government publicity has apparently convinced the average citizen that private insurance is unsound.

Agents interviewed in Regina substantiate these charges. They say that their first consideration must be their own survival in the business, so that they are powerless to block insurance socialism. They opine that in three years there will not be enough private business left in the province to make it worth the while to the companies to maintain offices there. There will not be another election for five years and some of the companies are expected to withdraw before then. Others will stick it out with skeleton staffs and if the socialists are returned to power will then call it quits.

Illini Society Hears Hamilton

William W. Hamilton, executive secretary of Illinois Assn. of Insurance Agents, spoke on "Current Problems Facing the Insurance Industry" at the October meeting of Illini Insurance Society at Urbana.

Mr. Hamilton said that the industry is yearning to take into its fold young men who want to make insurance their livelihood. He said that the insurance salesman is a thing of the past and has been replaced by an "insurance analyst."

The next meeting will be Dec. 8 at the university.

N. J. Club to Meet Nov. 8

The annual meeting of the Insurance Club of New Jersey will be Nov. 8 at Yauch's restaurant, Newark. President is Joseph Penchel.

Queeny said the company "regards this consummation as preferable to the only alternative—long and costly litigation."

"Although it was believed that the insurance recovery would be adequate to replace the styrene monomer plant with a somewhat smaller capacity plant," the Queeny letter states, "the property settlement of \$13,362,000 will fall approximately \$2 million short of the cost of salvage, rehabilitation, replacement of inventories and improvements incorporated in the new plant. The difference resulted from a smaller than anticipated recovery and a greater than anticipated reconstruction cost, due both to the rapidity with which the plant was rebuilt and rising labor rates and material prices."

"After providing for expenses that continued at the Texas City plant during its rebuilding, certain expenses to reduce loss, and applicable income taxes, a net of \$1,097,195 was realized from use and occupancy insurance. Although this recovery applies to the year ended April 15, 1948, the entire amount will be included in 1948 income, as it was received this year."

Pittsburgh Phone Directory 1948 Edition Is Published

Copies of the 1948 Pittsburgh Insurance Telephone Directory have been sent to local subscribers by the National Underwriter Company. The 64-page book lists the fire, casualty and life offices and agents in the city alphabetically with their phone numbers. The Pittsburgh book is one of similar books published by the National Underwriter Company for the following cities: Baltimore-Washington, Boston, Dallas-Houston, Detroit, Chicago, Minneapolis-St. Paul, Philadelphia and Pittsburgh. Additional copies may be obtained from the Philadelphia office of the National Underwriter Company, 123 S. Broad Street, or the Cincinnati office, 420 E. Fourth Street, at \$1 per copy.

Film Syndicate Is Insurer

American Negative Film Syndicate of New York City has been issued a permit as a multiple insurer by the California department to insure exposed motion picture films, developed or undeveloped, including sound track and other sound record used in connection therewith.

About 20 members of Insurance Women of St. Louis assisted in a driverometer test there.

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WIND RIPS WAREHOUSE IN

Bombay...

BUT THE LOSS IS
PREVENTED IN

Boston!



IN BOMBAY the wind roars—tears up a warehouse . . . In Boston a small firm shudders. But it's in no danger—its foreign interests, foresightedly, were protected through the American Foreign Insurance Association. Its loss will be investigated abroad, and paid promptly here at home, in hard American dollars, as the policy specified.

That's how American Foreign Insurance Association works with American firms from coast to coast—firms with interests abroad. American Foreign Insurance Association extends the sound protection they must have to stay healthy—backs and services that protection:

- ★ With more than 30 years specialized experience underwriting risks abroad.
- ★ With more than 200 agencies—and 44 foreign

branches—in principal cities around the world.

- ★ With complete coverage—fire, casualty, marine—all classes of insurance except life.
- ★ With research facilities to keep abreast of constant changes in foreign insurance laws, regulations, and currencies.
- ★ With the combined strength and stability of 25 member companies—America's finest.
- ★ With payment of claims promptly, in full, and in U.S. dollars, when assured so specifies in policy.

As an agent or broker, bear in mind these facilities are yours to use, for your greater profit! Write us for full help on specific risks. Remember—the foreign field is your new horizon—capitalize on it!



AMERICAN FOREIGN INSURANCE ASSOCIATION

80 MAIDEN LANE • NEW YORK 7, NEW YORK

CHICAGO OFFICE: INSURANCE EXCHANGE BUILDING, 175 WEST JACKSON BLVD., CHICAGO 4, ILLINOIS

COMPLETE INSURANCE COVERAGE IN FOREIGN LANDS

C. J. Lingenfelder Feted on 45th Year with America Fore

C. J. Lingenfelder, assistant secretary of America Fore in the western department, was honored last Monday at a luncheon in celebration of his 45th year with the company. E. A. Henne, vice-president, and other officers and department heads feted Mr. Lingenfelder, and he was presented an ap-

propriate gift by the officers and field men of the states under his supervision. The group also sent 45 roses to Mrs. Lingenfelder.

Mr. Lingenfelder is one of the best known fire insurance men in the middle west. He started with Fidelity-Phenix as an office boy and was sent into the Illinois field by the late Charles Street. Later he was transferred to the brokerage department and finally to the agency department. He has charge of Ohio, Michigan, Indiana, Kentucky and Tennessee.

Mr. Lingenfelder is a past most loyal gander of Illinois Blue Goose, and past

president of Fire Underwriters Assn. of the Northwest. Two weeks ago he was elected president of the Life Members Society of the Northwest association.

Inland Marine Claims Meeting

Inspector Joseph J. Donovan and Lt. Jerome Murphy of the New York City police department will be guests at an educational forum of Inland Marine Claims Assn. there Nov. 9. They will discuss the practices and procedures of the lost property bureau, police department agency in charge of lost and stolen property. The dinner meeting is scheduled for the Cabin Restaurant.

Files New Interstate Plan; Dept. Still Holds Hearing

The New York Fire Insurance Rating Organization last week withdrew the filing on multiple location risks which had been in effect since 1929 and filed the plan of averaging specific rates within the state which has been approved by 46 other states. This was, of course, subject to approval by the New York insurance department.

The insurance department has notified the rating unit that the hearing scheduled for Nov. 4 will be held, despite the filing of the new plan. It also has pointed out that it is not possible to approve the plan as of Nov. 1, as requested by the N. Y. F. I. R. O. The law provides that a filing becomes effective if not disapproved within 15 days. However, this is in case the filing is not accompanied by supporting data, and in this instance the department had asked for supporting data in its notice of hearing. In that case the filing becomes effective within 15 days from the time the supporting data is furnished. Hence, the effective date of the new multiple location risk filing is uncertain.

The department also pointed out that its notice of hearing was not restricted to the 1929 schedule but made a broader calling. The old schedule took the average of specific rates and applied discounts; the new takes the average without discounts. The department called for supporting data on the rates, not just the discounts.

It is understood that in reiterating its request for supporting data, the department was much more specific than in its notice of hearing, that it asked for such things as past loss experience, allowance for profit and expenses, the consideration given to acquisition costs, conflagration, etc.; the premiums in the past and the effect of the new filing—all on a countrywide basis.

The hearing was scheduled to be a closed one.

Law Firm Reorganized

The Indianapolis law firm of Slaymaker, Merrell, Locke & Reynolds has dissolved partnership and is succeeded by Slaymaker, Locke & Reynolds, composed of Burke G. Slaymaker, Theodore L. Locke, Hugh E. Reynolds, Emerson Boyd, William B. Weisell and Charles J. Barnhill.

Clarence F. Merrell, former member of the firm, who recently returned from Nurnberg, Germany, where he served as a member of the United States tribunals, has resumed the practice of insurance law at Indianapolis.

Cox Is Wichita Speaker

Emmett T. Cox, Western Actuarial Bureau, Chicago, addressed Wichita Assn. of Insurance Agents on the agents' responsibility in fire safety program. Mr. Cox was in Wichita for the annual fire school of Kansas Firemen's Assn.

Herren Rejoins Army

J. L. Herren, Jr., special agent of Fireman's Fund in Allegheny county, Pa., has resigned to rejoin the army and Special Agents Carlton Timberman and Edward Campbell will supervise the group's business out of Pittsburgh until a successor to Mr. Herren is named.

Walter Ploeser Defeated

ST. LOUIS—Congressman Walter C. Ploeser, chairman of the House small business committee and member of the general insurance agency firm of Ploeser, Watts & Co., Clayton, St. Louis county, was defeated for reelection in the twelfth Missouri district yesterday, unofficial returns indicating he lost to his Democratic opponent, Raymond W. Karst by about 14,000 votes with only seven precincts missing.

INSURANCE CALENDAR



On November 16, 1864, Sherman started his famous march to the sea, laying waste by fire, through grim necessity of war, some of the nation's noblest properties. But if fire is an ally in war, it is a constant foe in times

of peace—a foe so successfully challenged by leading capital stock fire insurance companies that its ravages have been brought to a minimum, and fire insurance rates brought proportionately lower.

1948—NOVEMBER hath 30 days

"The right to vote was not easy to come by—exercise it."

- 1—M.—☾ New Moon, 1:02 A. M., E. S. T.
All Saints Day
- 2—Tu.—ELECTION DAY. 1920, first radio broadcast of election returns.
- 3—W.—1947, Ambassador John G. Winant committed suicide in his home at Concord, N.H.
- 4—Th.—1944, 4th term by Franklin D. Roosevelt sets record.
- 5—Fr.—Don't risk shrunken coverage! Check your property insurance today!
- 6—Sa.—1860, Paderewski, Polish statesman-pianist, born.
- 7—Su.—1918, false Armistice Day in United States.
- 8—M.—☽ First Quarter, 11:46 A. M., E. S. T.
1892, Grover Cleveland elected President.
- 9—Tu.—1872, Boston's "Great Fire"—776 buildings destroyed, losses \$75,000,000.
- 10—W.—1775, Congress authorized formation of U.S. Marine Corps.
- 11—Th.—ARMISTICE DAY
- 12—Fr.—1852, \$5,000,000 fire in Sacramento, Calif.
- 13—Sa.—1835, Texas proclaimed independence from Mexico.
- 14—Su.—Take time out now to review your property insurance with your Agent or Broker!
- 15—M.—1806, Pike's Peak discovered.
- 16—Tu.—☾ Full Moon, 1:31 A. M., E. S. T.
1907 Oklahoma entered the Union. 46th State.
- 17—W.—1869, Suez Canal opened.
- 18—Th.—1903, U.S. recognized independence of Panama.
- 19—Fr.—1863, Lincoln delivered famous Gettysburg address.
- 20—Sa.—1947, Princess Elizabeth married to Lt. Phillip Mountbatten, Duke of Edinburgh.
- 21—Su.—1944, Cordell Hull resigned as Secretary of State because of ill health.
- 22—M.—1918, lightless nights ban lifted.
- 23—Tu.—☾ Last Quarter, 4:22 P. M., E. S. T.
- 24—W.—1637, New Haven, Conn., purchased from the Indians.
- 25—Th.—THANKSGIVING DAY
- 26—Fr.—Your fire insurance Agent or Broker is your specialist. Heed him!
- 27—Sa.—1929, 12 Oklahoma banks failed to open.
- 28—Su.—1942, 498 burned to death in Boston's Coconut Grove night club disaster.
- 29—M.—1929, Byrd reached the South Pole, 8:55 A. M., E. S. T.
- 30—Tu.—☾ New Moon, 1:44 P. M., E. S. T.
1835, Samuel Clemens (Mark Twain) born.

OBSERVATION for November: When replacement prices are rising it's wise to keep close tabs on your property insurance coverage!

PROPERTY INSURANCE
Fire—Auto—Marine—Aviation

FIRE ASSOCIATION GROUP

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Lumbermen's Insurance Company
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Because most businesses have varying values in property and goods on hand, they need coverage that fluctuates with and parallels the value of the property insured. You can turn this need into sales... with "Reporting Form" insurance.

The chief advantage of this coverage is that there is never costly over-insurance or dangerous under-insurance. The policy is not written for a fixed amount, but changes with the value of the property involved... with premium costs changing proportionately. The final adjusted premium is based upon actual values as reported, and therefore provides the greatest possible economy.

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*This message is being presented to
75,000 key management men of
American business on behalf of our
agents and brokers by:*

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The American Insurance Group

Investment in America's Future . . .

The urge to know more about more things — this
thirst for knowledge by free Americans —
is a vital motivating force in our country's progress.

In every phase of American life there are
opportunities to learn — our vast
public school system, our great colleges and
universities and our myriad training schools in
every industry in our free enterprise system.

Today, every educational facility is filled
to capacity by young people eager to
learn, eager to prepare themselves to take on and
master the increasing problems of the years ahead.

These young minds will produce the future wealth
of America . . . and *The American Insurance Group*,
through its 10,000 agents and brokers, will
be ready to protect the real values of
their endeavors by providing ever-improved and
ever-expanding *quality protection* against loss.

The American Insurance Co.

Bankers Indemnity Insurance Co.

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The American Insurance Group
Newark, New Jersey

The Columbia Fire Insurance Co.

The Jersey Fire Underwriters

Shepperd Cal. Chief; Agents Ask Auto Rate Cut

A. E. Shepperd of San Jose was elected president of California Assn. of Insurance Agents at the closing session last week. H. E. Barnhart, Visalia, is the new vice-president, and Lorin K. Carroll, Chico, was elected secretary-treasurer.

Principal action of the delegates was adoption of a resolution urging National Automobile Underwriters Assn. to investigate the possibility of reducing auto material damage rates in California. The resolution noted that rates for material damage as promulgated by N.A.U.A. have in the past been made effective long after the conditions requiring such revision were apparent. Experience of a number of companies seems to indicate a substantial improvement in the loss ratio on that business. If a reduction is found to be in order, the agents asked it be put into effect immediately, "thereby departing from

the past practice of delay in making such change effective."

Commissioner Downey, in his talk to the California agents, said that the one branch of insurance that needs improving above all others is A. & H. Until recently at least, no great volume of mail order A. & H. business has been obtained in California, but he said that in the last three or four months, several such insurers have been stepping up their activities in California.

Blames Aggressive Element

Regardless of the trouble that has been caused by mail order operations, most of the complaints regarding A. & H. insurance have come in California from persons who have bought their policies directly from agents. There is much public dissatisfaction with the type and amount of coverage offered by several of the aggressive A. & H. insurers, he said. It is the very aggressive element that has caused the trouble and is giving the A. & H. business its somewhat unsavory reputation, he declared.

Once a man feels that he has been shabbily treated by an A. & H. insurer, he is likely to develop a perpetual grouch against all forms of insurance.

Mr. Downey reiterated his belief that the way to reform is to require minimum standards for coverages and for benefits as well as the time for which benefits will be paid.

There is a California statute providing for approval of A. & H. policies. The only power that is granted the department under this statute is to be sure that the policies are expressed in clear language. Although many policies have been rejected under this statute because they contain statements that would have been likely to mislead, Mr. Downey declared that the statute is not adequate. Very few people are going to read their policies and hence, requirements to have the contract expressed in clear language are not enough of a safeguard against misunderstanding and dissatisfaction.

Disciplining Agents

The department has had some success in disciplining agents who have misrepresented policies but this is locking the barn after the horse is gone, he said.

Mr. Downey feels that the same thing can be accomplished in A. & H. by minimum standards that is accomplished in other fields of commerce by such regu-

lations as the pure food and drug acts, statutes prescribing minimum weights for loaves of bread, etc.

He declared it is better to forbid the sale of A. & H. insurance where coverage and benefits are trivial than to lull purchasers into a false sense of security. A policy paying two or three dollars a week is of little value and there is little need for a man to buy protection from accidents of extremely infrequent occurrence.

Mr. Downey said that the policies with trivial benefits are the ones that eat up nearly all of the premium with expenses.

Talk on Collections

The last day's meeting was opened with a discussion on collection methods conducted by G. C. Waldron and O. J. Brown of Insurance Credit Bureau of San Francisco. They called attention to the fact that many offices are lax in regard to good collection methods and leave themselves open to a loss of clients and premium income.

B. J. Haggerty, claims manager of Marine Office of America at San Francisco, spoke on "The Key to Prompt Loss Payments." He urged the agents to be familiar with contract provisions and to inform the assured what is not covered as well as what is covered. He emphasized that prompt notice of loss to the company with all details possible is a big aid in better claim payments.

A talk on "How to Write Insurance Letters and Get Results" was given by Waldo Marra of University of California. Every letter should be a sales letter intended to have the reader do what the writer wishes him to, Mr. Marra said. A letter should be written with the purpose of selling an idea.

Percy Bugbee, general manager of National Fire Protection Assn., announced that N.F.P.A. will hold its annual meeting at the Fairmont hotel, San Francisco, next May 16-19.

The morning session was closed with a discussion on UCD by Robert E. Murphy, vice-president and agency manager of California-Western States Life. Mr. Murphy declared that one of the important jobs is to increase profit in the business without an increase in the cost to the public.

The William Menn award, presented each year for outstanding achievement by local associations, went to San Diego for the second successive year. Presentation was made at the banquet.

Speakers for Ky. Agents' Annual Meeting Announced

LOUISVILLE—Kentucky Assn. of Insurance Agents has announced its program for its annual meeting Nov. 15-16 at the Brown Hotel here.

Guests will include John C. Stott, president, and George Du. R. Farleigh, treasurer and assistant secretary of N. A. I. A.


Listed as speakers are Insurance Director Thurman of Kentucky, Hugh D. Combs, executive vice-president of U.S. F. & G., on "The Agent Informs the Public," Walter Meiss, assistant U. S. manager of London Assurance, on "What of Tomorrow?" Keen Johnson, former governor of Kentucky, now vice-president and director of public relations for Reynolds Metals Co., Louisville; and George T. Holmes, manager of Kentucky Tax Equality Assn.

There will be an open forum in which Fred C. Crowell, Jr., editor of "Insurance Field," will be assisted by a panel of four experienced insurance men.


The dinner and dance will be the night of Nov. 15. Before the dinner National Surety will give a cocktail party.

Darke County Agents Elect

R. B. Cox of Ansonia, O., has been elected president of Darke County Assn. of Insurance Agents. Byron Klepinger of Greenville is vice-president, and V. S. Cassell of Greenville secretary. E. R. Randall has been named trustee of the state association.



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Canadian Departments: 465 Bay Street, Toronto 2, Ontario
535 Homer Street, Vancouver, B. C.

Sad Story of Aviation Insurance in '47 Told in Figures

Figures on 1947 direct writings of stock aviation insurers prepared by Company Service Corp. as statistical agent for the New York department reveal why aviation underwriters believe that the business hit its nadir last year. All of the four major classes of business written show unprofitable loss ratios.

Hull ground coverage showed a loss

ratio of 127.8, and aircraft passenger liability 109.27. Hull crash losses pushed that ratio up to 76.43. For the first time aviation accident on individual and group became unprofitable. The accident loss ratio of 73.44 was more than 20 points higher than the previous high for the past five years which was 52.85 in 1945.

To reflect the proper relationship to

incurred losses, written premiums for 1943-46 have been shown as fully earned, while the written premiums for 1947 have been adjusted to an earned premium basis by applying estimated percentages. This averts the distortion that arises when written premiums are divided into the paid loss total which generally results in a much lower loss ratio figure. In the past this has fre-

quently resulted in the misleading impression that the loss ratio was much lower than it really was.

Losses on baggage soared to 179.13, but this line is not a big premium producer.

Aircraft property damage liability and public liability showed good results, as did airport public liability and property damage, products, and hangarkeepers liability. Premiums on these lines, however, do not contribute much to the total volume written.

Stojentin Named Insurance Head of Admiral Corp.

Harold N. Stojentin, who has been automobile underwriting manager at Chicago for Employers Liability, has been appointed head of the insurance department of Admiral Corp., makers of Admiral radios. He will have charge of organizing the insurance department, these duties in the past having been handled by the comptroller.

Mr. Stojentin was with Employers for six years and before that was for 12 years in the underwriting and claims departments of Loyalty group at Chicago.

National's Veterans Elect

HARTFORD—The 25-Year-Club of National Fire held its annual banquet at the home office with 95 members present as guests of the company. The club has 134 members, 21 of them on the retired list. President Frank D. Layton spoke briefly on the value of the club to the company.

New officers of the club are: Edwin Holtz, president; Carleton Chase, vice-president; Mabel R. Collins, secretary; Margaret Fay, treasurer.

Otto L. Culbert of Monarch Investment Co., Wichita, has been reelected executive vice-president of Kansas Assn. of Real Estate Boards.

Policy Year	Net direct premiums earned*	Incurred losses including allocated claim expense	Paid losses including allocated claim expense	Loss reserve Dec. 31, 1947	Loss ratio
HULL GROUND COVERAGES					
1943	1,799,796	511,769	511,269	500	28.43
1944	2,043,331	979,340	954,762	24,578	47.93
1945	2,843,159	2,178,120	2,125,253	52,867	76.61
1946	5,988,464	4,372,492	3,829,468	543,024	73.02
1947	3,335,187	4,262,221	3,281,165	981,057	127.80
Total	16,009,937	12,303,942	10,701,917	1,602,025	76.85
HULL CRASH COVERAGES					
1943	1,711,928	883,001	883,001	.....	51.58
1944	1,977,939	1,481,640	1,421,090	60,550	74.91
1945	3,444,660	3,577,272	3,529,212	48,060	103.85
1946	8,760,250	8,437,797	7,598,053	839,744	96.32
1947	5,091,717	3,891,478	2,398,496	1,492,982	76.43
Total	20,986,494	18,271,188	15,829,852	2,441,336	87.06
AIRCRAFT PASSENGER LIABILITY					
1943	1,473,835	844,351	671,575	172,776	57.29
1944	2,449,544	1,342,911	1,253,013	89,898	54.82
1945	3,025,285	2,279,678	1,179,291	1,100,387	75.35
1946	4,518,534	4,673,776	1,189,859	3,483,917	103.44
1947	2,829,902	3,092,350	157,946	2,934,404	109.27
Total	14,297,100	12,233,066	4,451,684	7,781,382	85.56
AIRCRAFT PUBLIC LIABILITY					
1943	439,749	30,715	25,175	5,000	6.98
1944	460,343	67,233	58,564	8,669	14.60
1945	399,163	70,495	25,107	45,388	17.66
1946	822,363	342,018	66,544	275,474	41.59
1947	566,309	114,423	6,113	108,310	20.21
Total	2,687,927	624,884	182,043	442,841	23.25
AIRCRAFT PROPERTY DAMAGE LIABILITY					
1943	451,913	54,387	42,387	12,000	12.03
1944	448,617	101,383	99,014	2,369	22.60
1945	406,174	234,548	155,411	79,137	57.75
1946	852,297	550,365	293,368	256,997	64.57
1947	596,510	367,701	113,584	254,117	61.64
Total	2,755,511	1,308,384	703,764	604,620	47.48

Policy Year	Net direct premiums earned*	Incurred losses including allocated claim expense	Paid losses including allocated claim expense	Loss reserve Dec. 31, 1947	Loss ratio
AIRPORT P. L. & P. D.					
1943	125,398	26,424	26,424	.....	21.07
1944	129,003	36,892	24,607	12,285	28.61
1945	160,603	51,233	26,160	25,073	31.90
1946	393,782	199,346	59,349	139,997	50.62
1947	347,671	156,162	27,771	128,391	44.92
Total	1,156,457	470,057	164,311	305,746	40.65
PRODUCTS LIABILITY					
1943	49,358	.....	.....	.....	.....
1944	65,616	3,819	181	3,638	5.82
1945	65,624	20,118	1,174	18,944	30.66
1946	85,067	26,002	5,052	20,950	30.37
1947	42,937	20,642	1,777	18,865	48.08
Total	308,602	70,581	8,184	62,397	22.87
PERSONAL ACCIDENT (Individual & Group)					
1943	1,322,581	495,473	294,236	1,237	37.46
1944	1,351,697	552,502	551,152	1,350	40.87
1945	1,307,741	691,170	624,860	66,310	52.85
1946	2,096,677	803,138	729,654	73,484	38.31
1947	1,240,115	910,751	642,496	268,255	73.44
Total	7,318,811	3,453,034	3,042,398	410,636	47.18
HANGAR KEEPERS					
1943	18,535	3,558	3,558	.....	19.20
1944	66,451	1,892	1,892	.....	2.85
1945	76,589	50,525	42,329	8,196	65.97
1946	127,538	65,912	20,862	45,050	51.68
1947	79,550	21,397	5,853	15,544	26.90
Total	368,663	143,284	74,494	68,790	38.87
BAGGAGE					
1934	26,178	29,376	24,891	4,485	112.22
1944	28,692	29,759	29,759	.....	103.72
1945	30,263	20,617	19,817	800	68.13
1946	58,792	50,067	48,502	1,565	85.16
1947	38,198	68,424	31,406	37,018	179.13
Total	182,123	198,243	154,375	43,868	108.85

*1947 earned premiums are estimated.

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Personnel Problems Bother Many Insurance Firms Today

Company executives who are watching with satisfaction a turn for the better on the financial side of the business, are now directing more and more of their attention to the personnel problems within the industry. There is a growing feeling in top management ranks that the depth of man power is in an unsatisfactory state. Inflation has brought about a serious depletion of available men willing to accept insurance wages and the companies are searching for a way to bring new talent into the business.

Many of the companies are complaining about the caliber of the material now at hand and find that when they go into the market they are unable to get what they want. Now that premium volume increases seem to be leveling off, the companies would like to pay more attention to their agents, give the service that they used to give before the war. But they find that snarls over detail work in the office and a lack of competent manpower prevents their doing this. While there is a lack of promising young men, management is further burdened by a constant stream of females flowing through the stenographic, policy writing, and other departments to the extent that complaints have arisen that it takes several persons to accomplish the job that one steady employee was formerly able to do.

Raise Sights on Starting Pay

In attempting to meet the need for capable replacements, some companies have raised sights considerably on what they will pay a college graduate. It has been discovered also that the old ideas of apprenticeship are outmoded in many respects. Department managers frequently find that where an employee used to spend three to five years as a map clerk, he can now be put through that department in a year or less and become an assistant examiner and do a decent job.

However, this change has brought about some new problems as it affects the morale of older employees. They complain that a young man today becomes an assistant examiner in 18 months whereas it took them five years to achieve that distinction. The new man is getting salary increases and a rate of pay that formerly took a long training period to achieve. There is developed an ill feeling between the older employees and the new men in the business. Sometimes the older man is resentful of the company and passes his attitude along to the trainee.

Moving young men along at a faster rate has sometimes caused the older employee to keep an eye open for better opportunities and they have left their jobs for greener pastures in the agency ranks or with other companies who are in need of experienced help.

Starting salaries with insurance companies still are the big factor. When representatives have gone to colleges that do not feature insurance courses they say they have been laughed off the campus. It is discovered that universities have advised their students to steer clear of the insurance business as it has a reputation for low pay. A recent article in a Chicago newspaper surveyed the salaries of graduates of the Illinois Institute fire protection engineering course. It showed that these graduates average a considerably higher salary than insurance firms can offer, and many of these of this blood that used to revitalize the industry have gone into other lines.

With the realization that higher wage scales, the draft, and the defense production will continue to drain off manpower, management has begun to do a selling job on its new employees. When a good prospect appears he is watched and advanced as fast as his capabilities

permit. He is given responsibilities that keep alive his interest in his job and permit him to feel that he is a part of the organization. Companies sometimes say that they give a man problems that they know he cannot solve in order to keep him going at top speed.

A number of companies have abandoned the old idea of starting each new man in the mail department and then

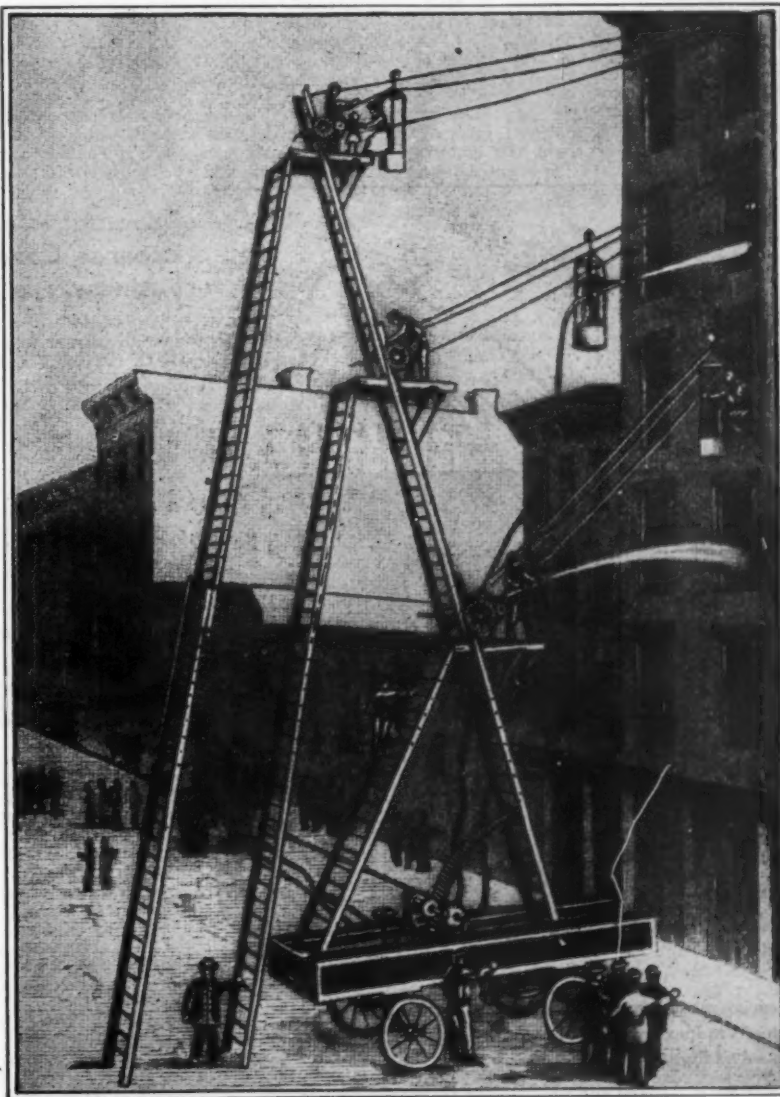
advancing him slowly through each line of work. They try to fit the man in a peg or two higher than before. It was discovered that the mail room was a source of much unpleasant public relations. The young man beginning there in late years has decided that there was not much future in insurance and he went his way before there was any chance to move him along.

An audience participation program will feature the Nov. 4 meeting of Insurance Women of Columbus. Ruth E. Phillips, membership chairman, is in charge of the program, climaxing a month's drive for new members in which 21 members have been added.

Dress Heads Morris Agents

Ferd J. Dress, Morris Plains, N. J., has been elected president of Morris County (N. J.) Agents Assn., succeeding C. J. K. Myers. Frank E. Swart, Boonton, becomes vice-president; William E. Seely, Morristown, secretary.

Philippine Islands, South America, Canada and 20 states in this country are represented in North America's school for agents which has just begun another eight weeks' course at the head office. Edmund Ecclesfield of LaChilena Consolidated came from Santiago, Chile, and G. Escalante, Alto Surety & Ins. Co., from Manila.



This intricate equipment appeared when we were thirty-seven years old. Lack of high-powered raising pumps necessitated these tricky ladders with their weird firefighting and lifesaving contrivances. The boys really had to be acrobats.

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Every Type of Property Insurance for Industry and the Home.

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of Watertown, N.Y.

Hemispheric Rally Termed Big Success

The success of the second hemispheric insurance conference last week at Mexico City led to a launching of plans for future conferences. The next meeting will be in 1950, probably at Santiago, Chile, and the permanent committee will meet in 1949 at Havana, Cuba.

Delegates at the meeting again took a strong stand in opposition to government entry into the insurance business, some advocating specific condemnation of government reinsurance monopolies but action was softened in order not to embarrass delegates from Argentina, Brazil and Chile.

Among the 52 resolutions considered, greatest interest centered on two major subjects: Government in the business and an improvement in efficiency and service by the companies.

Headquarters for the conference were

in the newly-opened Hotel del Prado and the general sessions were conducted in the auditorium of the theater building now being completed Latino-Americana Life.

Hold Informal Discussion

Two of the sessions were devoted to informal discussion groups. The casualty talks were led by S. Bruce Black, president of Liberty Mutual and Jose A. Martinez Mendez of Cuba. Roy C. Grant, associate director of agencies of Sun Life of Canada, and Carlos Grendjean, Argentina were in charge of the life and accident discussions, and the fidelity and surety group was led by Charles A. Hall, secretary of American Surety, and Carlos Carriedo Galvan of Mexico. Mr. Hall read a paper on the growth of the surety business prepared by A. F. Lafrentz, president of American Surety.

More than 200 delegates and alternates registered, of whom 102 came from 13 countries outside of Mexico. The United States delegation numbered

45; Argentina sent nine, Brazil 11, Canada four, Chile four, Columbia three, Cuba 21 and the remaining countries one each.

Chairman of the conference was Alfredo I. Riveroll, president of the Mexican Assn. of Insurance Companies. A. L. Kirkpatrick, manager of the insurance department of the U. S. Chamber of Commerce, was secretary.

Other resolutions adopted urged removal of restrictive laws and regulations interfering with marine insurance operations; provided for appointment of a committee to arrange publication of an inter-American year book of insurance statistics, and provided for appointment of a committee to study the best means of giving complete auto insurance to international tourists. A resolution urging compilation of a hemispheric mortality table for life insurance was disapproved with the recommendation that the conference create a permanent committee on mortality with its work confined to encouraging each country to develop its own table.

Advantages of Extra Expense Cover for Small Businesses Is Described

Application of extra expense insurance to smaller businesses is described by G. G. Strom, Minnesota state agent of St. Paul F. & M., in the company magazine.

He mentioned an adjustment on an extra expense loss in connection with a transfer company. This company sustained a fire loss in which several trucks were damaged. There were previous commitments under contract to make regular pickups and deliveries and the firm was forced to hire other trucks and equipment in order to carry on. The extra expense policy paid for the additional facilities.

Good for Newspapers

Mr. Strom points out that inasmuch as extra expense insurance covers additional charges and expenses of doing business on the premises or elsewhere, newspapers offer a good example of a business where every effort must be made to continue publication or the risk will be run of losing many contract subscribers. If the paper is the only one in the city and there is no other printing plant capable of handling the work, it may be necessary to go miles away for service, which brings on heavy charges for express, freight, overtime and telephone and telegraph charges.

There are many prospects outside of big city banks and newspapers which require extra expense coverage. Mr. Strom suggested a few which suggest the possibilities of the line. Amusement operators who have a limited season and who can readily adapt themselves to new quarters will find this protection valuable; automotive sales and service operation such as dealers and repair shops; business offices, particularly advertising agencies, accountants, real estate offices and theatrical agencies; private schools and universities and colleges; bakeries, canneries, milk stations, and boarding houses, hotels and fraternities can make good use of this insurance.

Brown to Succeed Hall as Texas Fire Commissioner

Paul H. Brown, now secretary of state of Texas, will probably be appointed fire insurance commissioner by Governor Jester, according to reliable sources. The second six-year term of Commissioner Marvin Hall expires Feb. 10, 1949.

Mr. Brown is a veteran of both world wars, being discharged as a colonel after the recent war. Between the wars he practiced law at Harlingen, Tex.

Morrell MacKenzie, Providence engineer and economist, has been named a director of the Rhode Island.

Eyes Legality of Trade Assn. Acts

A subject of considerable interest to companies and agents, "Permissible Association Activities Under Present Interpretation of the Anti-Trust Laws," was discussed by E. B. Kixmiller, general counsel of Swift & Co., at the annual meeting of American Trade Assn. Executives at Chicago recently.

There are three phases of trade association activity—legal, illegal, and doubtful, he said. Among activities of proved legality are those which deal with technical research and advisory services, government relations, collection of information for government agencies, trade practice conferences, public relations and the gatherings of statistics.

Illegal Activities

The ones that are considered illegal are any that touch on price fixing, control of output or restraint on production and the sharing of markets by allocating fixed percentages of business by territory. The border line activities, he suggested, embrace the collection and dissemination of statistical information unless it is accurate and complete. Otherwise there may be inference of wrongful purpose. The statistics should be a composite of the industry and not of individual concerns and should not be accompanied by interpretive comments or suggestions, he said.

Adequate publicity should be given to statistics and information, he suggested, in order to avoid the taint of illegality.

Field Office at Dayton

Royal-Liverpool group has established a field office at Dayton to assist southwestern Ohio agents. The office will be under State Agent G. H. Allen, whose assistant is Special Agent R. C. Hudson.

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Uses Influence of Child in Fire Safety Program

"The influence of educational force



Stanley F. Withe

of the child as an in introducing fire safety concepts in the homes" was theme of a presentation at the North-eastern Fire Protection Conference and N.F.P.A. regional meeting at the home office of Aetna Life.

Stanley F. Withe, head of the public education department of Aetna Life, showed for the first time a new film, "Your Friend, the Fireman," just produced by Automobile.

In presenting the film, Mr. Withe said, on the importance of early habit-forming, "It's easier to teach a puppy than an old dog, particularly when the old dog has his mind on a hundred and one matters of more importance apparently than his own safety."

"The youngster of grammar school age is thirsty for knowledge," he continued.

"He particularly likes to know things of which he thinks his parents are ignorant—to bring light into darkness."

"Catch the interest of the boy or girl at this most impressionable period of life and make use of his crusading spirit to get your fire safety measures into the home and you have accomplished something you never could have done working on the closed minds of his parents. No new habits are begun at 40," Mr. Withe concluded.

Mr. Withe's remarks were followed by the film preview of "Your Friend, the Fireman."

Addressed to children of grammar school age, the film shows basic fire hazards and fire prevention methods in a way that is easily understood by children, making them aware of their responsibilities in combating this menace.

The film is designed to appeal to the "club" instinct in children and advocates the formation of junior fire-fighter organizations to find fire hazards and help remove them before a fire occurs.

Mutual Engineers Assn. Meets at Chicago

More than 100 engineers of mutual fire companies are meeting this week at Chicago for the annual conference of Assn. of Mutual Fire Insurance Engineers. Paul J. Baker, chief engineer of Mill Mutual agency, Lansing, is president of the group.

The conference opened with an exchange discussion between underwriters and engineers with O. E. Ringquist, vice-president United Mutual Fire and W. G. Schultz, chief engineer of Lumbermen's Mutual of Ohio as participants. John A. Neale, vice-president and chief engineer of Underwriters Laboratories, outlined current developments of that organization.

Other items on the agenda are a talk on carbon dioxide fire-fighting equipment by S. G. Freck, industrial department manager of Walter Kizde & Co., and J. J. Scherer, fire chief at Hammond, Ind. Dr. R. C. Steinmetz, special agent of Mutual Investigation Bureau, has as his topic advance indications of business hazards which may cause fires. Sources of industrial gas explosions is the topic of Professor John J. Ahern, director of the fire protection and safety engineering department of Illinois Institute of Technology.

Other speakers on special risks and hazards are Harold F. Gillaspay, engineer of Badger Mutual, on common hazards; James K. McElroy, assistant technical secretary of National Fire

Protection Assn., on heating equipment; T. J. Bosacker, Tri-State Mutual Fire, commercial food lockers, John D. Work, Union Mutual Fire, garage spraying hazards; C. M. Rowley, Lumbermen's & Manufacturers inspection department, storage methods; William H. Rodda, manager Transportation Rating Bureau, private airport hazards, and R. H. Wingate, loss prevention department manager of United Mutual Fire.

J. J. Fleming of Louisville, until recently connected with the Fleming-De Leuil agency there, established some

years ago by his late father, Julian J. Fleming, has withdrawn from that agency, which is controlled by Mrs. Julian J. Fleming, Sr., and has incorporated a new agency to operate as Fleming Insurance Agency.

Form Kan. Mutual Body

Philip L. Baldwin, executive secretary National Assn. of Mutual Insurance Agents, participated in a meeting at Wichita of 50 mutual agents and company men, called by Kansas 1752 Club, at which organization was perfected of

Kansas Mutual Insurance Agents Assn. Elected as president was Clarence J. Goering of Newton; vice-president, Royal W. Anderson, Kansas City; secretary, Edward Sawyer, Hutchinson. Kansas Commissioner Sullivan was a speaker.

Plans were made for holding four regional educational clinics during the next few months, with cooperation of the 1752 Club.

Robert A. Paape, formerly of Eau Claire, Wis., who served as a captain in the air force in the Aleutians, has opened a local agency at Madison, Wis.

Growing market for FOREIGN INSURANCE

Foreign Auto Cover Accepted Readily

Insurers of American vehicles owned by those traveling abroad have had satisfactory experience with the coverage and are accepting business from agents or brokers without hesitation. With economic conditions improving in foreign countries more and more American tourists and business men are taking their automobiles abroad with them. In the first six months of this year some 2,800 American vehicles were shipped to Europe, many of them having been insured for their travels in Europe through American companies. Additional thousands of cars move into Mexico each year.

Offices writing the coverage are somewhat disturbed by the fact that many agents and brokers do not realize that by the simple expedient of writing a letter they can sell the insurance to their clients and earn the commission for it. At the same time they can show their clients that they can offer coverage abroad from almost any city or village in this country.

Transportation Facilities

The travelers don't seem to have had much difficulty digging up \$650 for the privilege of taking their cars with them even though this is an increase of \$500 over the prewar charge. Another factor that encourages Americans to take their cars abroad is that in England Rolls Royces rent for about \$40 a day, while in France and continental countries Renaults rent for about \$75 a week. Some 8,400 Americans have rented cars in Europe this year, according to automobile association officials, and many of them wished that they had taken their cars with them. Traveling by car in Europe is much more comfortable and also offers better sightseeing facilities for tourists than do the railroads.

The premium is based on the amount and type of insurance desired, the type of car and, of great importance, the length of time the vehicle will be used

abroad. Casualty coverages as well as the fire, theft and collision can be obtained. The premiums are not very high and can easily be afforded by people who have the money to take a car abroad. Commission on the business is about 15% and all that is required of agents or brokers who have prospects for the coverage is that they write to the foreign underwriters giving the details given in the application for auto coverage in this country. Marine insurance is also written and can be obtained on the vehicles for the trip abroad.

The insurance is definitely needed if anyone is taking the car into a foreign country for the standard liability policy and the standard fire, theft, and collision policy, although extending into Canada, do not provide coverage anywhere else.

Included among the offices from which full details can be obtained are American International Underwriters, 111 John street, N. Y. N

*Domestic offices listed below
Write to nearest address for details*

These offices will write the business for the agent or broker regardless of their company affiliations subject, of course, to the normal underwriting restrictions.

Officials point out that there is no need for the local agent to tell his clients that they should handle their insurance problems at the port or when they get abroad. The local agent can handle the whole thing himself by correspondence if he gives the underwriters sufficient time to process the application for coverage.

All of the companies have established claims representatives in the various foreign countries and arrangements for vehicle repair work when needed.

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Agents Urged to Know Senators, Congressmen

ST. LOUIS — Every agent and broker should become personally acquainted with his senator and representative in Congress, Maurice G. Herndon, assistant Washington representative of National Assn. of Insurance Agents, told members of Insurance Board of St. Louis and Associated Fire Insurance Agents & Brokers.

In writing members of Congress, Mr. Herndon said to always use the right title, avoid heat or abuse and be concise

without being curt. As for the association's approach to national legislation, he said that sincerity, patience, good will and a certain continuance is necessary.

"We tell the story of what your organization is, and what you, the local agents, do in and for our community," Mr. Herndon said. "Congress is conscious that you agents and brokers and your companies are a definite part of the American public."

Mr. Herndon mentioned what he called the "miracle performance" on the part of the states to bring their insurance laws into compliance with the re-

quirements of public law 15. But he warned that the Justice Department, federal trade commission and Congress regard the task as only 50% complete, since there remains adequate administration of the laws.

He said there is increasing evidence that agents are thinking more of the necessity of working together to combat bad legislation and to bring about a better understanding of the government concerning insurance problems.

Commenting on the state of bewilderment and confusion that presently prevails in Washington and the relationship of government to business, both big and small, Mr. Herndon contended that government is simply an association of the people banded together to help themselves.

John T. Hellmuth of Fidelity & Deposit and Victor L. Bruer of Finke agency were awarded certificates of merit for successful completion of the N. A. I. A. educational course.

Tennant, Alford Combine in New Chicago Agency

Amalgamation of two of Chicago's oldest agencies, Robert G. Tennant & Son and O. P. Alford & Co., has been effected with the formation of Alford & Tennant Co. Members of the new firm are Colin McK. Tennant, president; O. P. Alford, vice-president; J. R. T. Alford, secretary, and Alex Teven, treasurer.

Mr. Tennant succeeded his grandfather and his father in Robert G. Tennant & Son, which was founded in 1900. He entered the business in 1930.

O. P. Alford founded O. P. Alford & Co. in 1905. He entered the business in Baltimore in 1900 with U.S.F.&G. He then represented Fidelity & Casualty and Maryland Casualty as general agent in Chicago and has represented U.S.F.&G. as general agent there for 29 years.

J. R. T. Alford joined his father in 1929. Mr. Teven entered the business in Chicago with the old MacDonald, Baker, Callender agency of Ocean Accident in 1908. He worked in the Aetna Indemnity branch office at Chicago, went back to Ocean, and then joined George K. Thomas, general agent for Bankers Surety of Cleveland. From that post he joined Mr. Alford.

The new firm represents U.S.F.&G., Home, Crum & Forster, Fire Assn., North British, Travelers and St. Paul.

Offices are those which have been occupied by Alford & Co. at 135 South La Salle. The telephone is Franklin 2-5040.

James to Osborn & Lange, Shennan in R.B.H. Post

F. Fay James, who for the past six months has been manager of agencies for Rollins-Burdick-Hunter at Chicago, has joined the Osborn & Lange agency in charge of fire underwriting. Before joining Rollins-Burdick-Hunter, Mr. James was for three years in the fire underwriting department of Fred S. James. He started in the business with the farm department of Westchester at Chicago and later was with a local agency at Bloomington, Ill.

William E. Shennan has been named manager of agencies for Rollins-Burdick-Hunter at Chicago to succeed Mr. James.

Mr. Shennan started in the business in the western department of Aetna Fire, where he worked in the underwriting department for 16 years. Later he was Cook County underwriter for Fred S. James, and more recently he organized and had charge of the fire department of the Anchor agency of Chicago.

Farm Bureau Tenn. Plans

COLUMBIA, TENN.—Farm Bureau plans for both life and fire insurance are expected to be advanced at the annual meeting of Tennessee Farm Bureau Federation here Nov. 14-17. A. E. Richardson, director of Country Life, will be one of the speakers.

Jester Elected President of Iowa Federation

DES MOINES—Philip Jester, Des Moines local agent and former president of Iowa Assn. of Insurance Agents,

was elected president of Insurance Federation of Iowa at its biennial meeting here. He succeeds D. Wesley Barnes, U. S. F. & G.

Vice - presidents are Howard Burleson, Cedar Rapids local agent; Arthur Holt, Iowa state agent of Aetna Fire and most loyal gander of Iowa Blue Goose; John W. Gunn, president Employers Mutual Casualty; George W. Young, secretary Inter-State Assurance; Dr. E. B. Mountain, president American Mutual Life, and J. Doliver Kent, president Western Mutual Fire. Henry H. Haynes of "Underwriters Review," Des Moines, was reelected secretary-treasurer.

The federation did not adopt any definite legislative program but agreed to wait and ascertain what bills will be proposed before taking any action.



Philip Jester

Iowa Pond Xmas Party

DES MOINES—The Iowa pond of the Blue Goose will hold its annual Christmas Party at the Standard club in Des Moines on Dec. 10, it was announced by Art Holt, most loyal gander. Roy Miller, secretary of the Des Moines Taxpayers association, spoke at the weekly luncheon, giving the pros and cons of the city manager form of government.

Form New Prevention Assn.

The Delaware, Maryland and District of Columbia Field Club, at a meeting at Baltimore approved the sponsorship of a State Fire Prevention Assn. in that area. There will be one association with divisions in each sector.



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Ky. Department Undergoes Complete Transformation

In Kentucky a transformation has taken place in the state division of insurance under Cad P. Thurman that is attracting a great deal of favorable attention.



Cad P. Thurman

Mr. Thurman, who is a man of imposing stature, and who has a warm personality, was a veteran fire insurance field man and leader in Kentucky, being with the America Fore group.

Mr. Thurman was induced to take on the assignment by Gov. Earle C. Clements, and by his insurance friends who were eager to have the department reorganized. Mr. Thurman regarded this invitation as a challenge and as an interesting project.

Mr. Thurman has been given a completely free hand in his appointments and his aim is to do a good job that will reflect credit to the insurance business in Kentucky.

Operated as Department

Through the cooperation of Gov. Clements, this branch of the government has been set up on a department-operating basis, although theoretically it is a division within the department of business regulation. The division is now set up in three sections, one concerning life and accident and health, the second on fire and allied lines and the third, casualty and surety.

The life and A. & H. section is headed by Spalding Southall, former supervisor of Mutual Benefit Life. He is also assistant director of the department.

Charles J. Baugh is in charge of fire and allied lines. He is a former local agent at Murray, Ky., and before that was a successful educator and Boy Scout director. He is associate director of the insurance division. Both Mr. Southall and Mr. Baugh are veterans of the second war.

The casualty and surety section is supervised by John P. Mallett, who is a veteran of the first war and was assistant manager for Aetna Casualty at Louisville. He is also actuary of the department. He is a bachelor who seems to thrive on night and day work and he is carrying a double load. He also has the title of associate director.

Dick Heads License Work

Gamble C. Dick is head of the license section, pertaining both to companies and agents, and is in charge of all examination work. He is a former field man in Virginia and West Virginia; for a number of years he was counsellor of insurance affairs of Electric Bond & Share for its Latin American properties and he was in South America for some

Bartholomay & Clarkson Promotes Lau, Names Shaw

Leroy W. Lau, formerly manager of the fire department of the Bartholomay & Clarkson Agency of Chicago, has been advanced to manager of the production and survey department. He has been with the agency 11 years. He takes the place of Clinton Cotton, who has gone to Los Angeles in the local agency business.

Succeeding Mr. Lau as manager of the fire department is Arthur T. Shaw. He has been a fire underwriter with Marsh & McLennan and before that, he engaged in similar work with Meeker-Magner Co. and A. F. Shaw & Co.

At a meeting of Insurance Women of Oklahoma City Mrs. Maria S. Anderson discussed "Conditions Prevailing in France Today."

time. He was also a former state agent of National Union Fire for 15 years in Kentucky.

The state fire and tornado insurance division is under the supervision of William White, Jr., a former banker of Lexington and a veteran of the second

war.

The state fire marshal's office has been brought into direct operation with the insurance section. This is being set up on a three division basis, namely—education, engineering and enforcement. In Kentucky, for many years the fire marshal's office has been a purely political operation. The new state fire marshal is Frank D. Crutcher, who is a graduate of Wisconsin college of agriculture and also has a degree from University of Kentucky. He has been a county agricultural agent, school teacher and

representative of farm security administration.

Mr. Crutcher is being assisted by H. T. Busby, who is on temporary leave from the National Board. At one time Mr. Busby was editor of a county newspaper and during the war he was with FBI.

The office has been completely remodeled and appears in attractive face in a very old, but well constructed building. The office has been decorated with pictures of natural scenes of Kentucky historical interests.

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INSURANCE NEWS BY SECTIONS

EASTERN STATES ACTIVITIES

Conn. Agents Gather for Golden Rally

William J. Dodd of Waterbury, in his presidential address at the 50th annual meeting of Connecticut Assn. of Insurance Agents at Bridgeport, spoke with satisfaction of the fact that membership has increased from 667 to 735 in the last year. The increase came at a time when the cost of membership has had to be increased. Most of the increase came from the nine local boards that were organized during the year through the efforts of Phil Bliss of Middletown. There are now 23 local boards in the state.

William J. Dodd

Mr. Dodd referred to the discussion at Chicago of the plan to have membership in the N.A.I.A. on an individual agent basis rather than on the agency basis. While no action was taken on this plan, he expressed the belief there is nothing to stop the Connecticut association from adopting such a pattern and thus lead the way for other states.

A larger numerical membership, he declared, would be helpful in protecting agents against threats of regulation of commissions. It would carry greater weight with company officials and rating bureaus. He said the threat of commission regulation is a real one; the companies believe that commissions are too high and they deferred taking action a year ago only because the N.A.I.A. asked them to withhold their fire pending the results of the nationwide survey of agency expenses. A small commission reduction would put the average agency in the red, he declared. Inadequate rates, not agents' commissions, are the reason for the lack of company profit, he asserted.

O. Shaw Johnson of Clarksdale, Miss., vice-president of National Assn. of Insurance Agents in his address at the Connecticut meeting, said that proper insurance must be provided for the trucking industry, especially on long-haul and hazardous risk situations under today's operating conditions, to relieve a situation detrimental to the public interest.

"The trucking interests have been most cooperative in trying to help us arrive at a solution. It is up to the insurance industry to provide answers on its part of the problem," he said, "and the insurance producers are determined to find that solution as a protection for the public."

Tentative Program for Md.

The tentative program of the annual meeting of Maryland Assn. of Insurance Agents, which will be held Nov. 17-18 at the Lord Baltimore hotel, Baltimore, has been announced. The meeting will

get under way at a luncheon Wednesday and that afternoon the executive business session will be held. There will be an open forum on the new fire rule book Friday morning and an educational session that afternoon. The banquet is Thursday evening.

Trimbur New Pittsburgh Head

Paul J. Trimbur of L. A. Burnett Co., was elected president of Insurance Club of Pittsburgh at the annual meeting. Vice-president is William C. Fian, vice-president of Allemannia Fire; secretary, George R. Arrington, Norwich Union Group, and treasurer, Edward D. Sweet, Fred G. Schaefer General Agency.

Officers and directors were installed during the banquet by Ralph H. Alexander, deputy insurance commissioner and former president of the club. Paul M. Simmerman, secretary of National Union Indemnity, presented the retiring president, G. F. Avery, U. S. F. & G., with a gift. John J. O'Donnell of Lon C. Jeffrey Co., officially welcomed Mr. Avery into the past presidents organization.

Directors are the officers and David H. Blayney, Clarence V. Watkins & Co.; A. M. Eckert, Commercial Union; W. J. Schofield, Jr., Eureka Casualty; James R. Wilson, Travelers; Mr. Avery; Chas. H. Bokman, New Amsterdam Casualty; Joseph C. Donaldson, Hartford Fire; Joseph W. Hubbard, Keystone Adjustment Corp.; James P. McMahon, Fidelity & Casualty; Norbert H. Weidner, Reliance Life; Thomas J. Beagan, National Union Fire; Charles H. Kahrs, London Assurance; Edgar W. Miller, Jr., Globe and Royal Indemnity; Jet Parker, American-Associated, and John A. Snelsire, Middle Department Assn. of Fire Underwriters.

New Conn. Coverage Plan

HARTFORD—Comptroller Fred Zeller reports that insurance rates on state property have been reduced roughly one-third as a result of a new coverage plan just put into operation. The new rate is the lowest in the history of the state, he said, and makes possible an annual saving of around \$27,000.

Unable to keep pace with changing values of its \$68 million in real estate, the state has now insured this property at its full value. The new blanket coverage reduces the annual rate from 20-23 cents per \$100 to 14 cents, he said.

New Watertown Agency

Lawson G. Walton, vice-president and secretary of Watertown Underwriters Corp., has resigned to join with Mrs. Georgia H. Welch, widow of Leon D. Welch, in forming the new Welch-Walton agency at Watertown, N. Y.

Mr. Walton is president and treasurer, Mrs. Welch, vice-president-secretary, and Earl L. Spink, for more than three years with Leon D. Welch, assistant secretary.

Maben Elected President

Spencer M. Maben, Summit, has been elected president of Union County (N.J.) Assn. of Insurance Agents, succeeding Robert Bauer, Rahway. Roy H. MacBean, Cranford, is vice-president; Norman E. Smalley, Plainfield, secretary.

Reardon Elected at Boston

BOSTON—Insurance Brokers Assn. of Boston has elected as president, Hariman A. Reardon; vice-presidents, Merlin J. Ladd and John Liner; secretary, Chester A. Weir. Roger Kenney, insurance editor of "United States Investor," spoke.

MIDDLE WEST

Mo. Fines Are Held to Belong to Public Schools

JEFFERSON CITY—The \$2,090,000 fine imposed by the Missouri supreme court on the fire companies in 1946, for their part in the fire insurance rate scandal, belongs to the public schools and not to the general revenue fund of Missouri, Circuit Judge Blair of Cole county has held.

Judge Blair ruled that the \$2,090,000 must be placed in the "public school moneys fund" and distributed in the same manner as other money in that fund.

The school fund is apportioned in accordance with a legal formula and represents one-third of the annual collections of the state general revenues plus all of certain fines imposed by the courts.

The ruling overturns an opinion issued last April by Attorney General Taylor that the entire fine should be placed in the general revenue fund and that the schools are entitled to no part of it.

The test suit on the disposition of the \$2,090,000 was filed by New Franklin county school district. The schools of Cole county in their intervening petition sought to have all of the money allotted to the schools of that county but Judge Blair did not go along with that view.

Bond Men at Minn. Regionals

Fidelity and surety bonds are uppermost topics at regional agents' meeting in Minnesota this month. Nov. 4 Clarence Clark, vice-president of Fred

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develop their

business

New York Underwriters Insurance Company

Ninety John Street

New York

L. Gray Co., spoke on the topic at a dinner meeting of Range Underwriters Assn. at Grand Rapids and on Nov. 9, Arthur Lillejord, assistant manager at Minneapolis of Fidelity & Deposit, will talk on bonds before Central Regional Assn. at St. Cloud.

Mast Named Secretary of Iowa Agents Assn.

DES MOINES—Paul J. Mast of Cedar Falls, Ia., has been named secretary-manager of Iowa Assn. of Insurance Agents. He succeeds James W. Richards of Des Moines who resigned from the post after serving during the last year.

Mast was selected by the executive committee of the association at a meeting in Des Moines. Mast is expected to take over his new duties on Nov. 13. At that time Richards will become executive secretary of the Iowa petroleum industry.

Mast has been associated with his father, Ivan L. Mast, in the Mast agency at Cedar Falls during the last few years. He is executive secretary of the Iowa AMVETS, a veterans organization. He is a graduate of Iowa State Teachers college at Cedar Falls and served in the navy during the war.

The board also named nine of the district directors to serve during the fiscal year with three others to be selected at the next board meeting to be held in Des Moines Dec. 2.

District directors renamed were Lee M. Miller of Cherokee; E. L. Lane of Independence, and James P. Mulqueen of Council Bluffs. New directors named were Lee B. Winterberg of Cedar Rapids, W. C. Dunkerton of Marshalltown, K. W. Brown of Jefferson, Clarence Friday of Osceola, Myron McCaughey of Ottumwa and Jack Schmaltz of Muscatine.

New E. St. Louis School Plan

EAST ST. LOUIS, ILL.—East St. Louis board of education plans to co-operate with East St. Louis Insurance Bureau in placing policies on more than \$5 million of school district buildings and their contents.

The school board will appoint a committee to work with the Insurance Bureau in establishing a public service bureau to write all school insurance policies and to conduct a general community insurance service program.

The Insurance Bureau will proceed with a revaluation of buildings and property of the school district as the first step in the establishment of a new insurance program.

Wingett, K. C., Kan., Speaker

At the October meeting of Kansas City, Kan., Assn. of Insurance Agents, L. Harding Wingett, manager at Kansas City, Mo., for American Fire of Galveston, discussed changes in the residence burglary policy and the manual changes applicable thereto. He is a past president of the association, having formerly been in the local agency business in Kansas City, Kan.

Reports of the recent state and national meetings were given.

Loman to Visit Minn.

MINNEAPOLIS—Dean Loman of American Institute of Property & Casualty Underwriters will confer here Nov. 17 with Minnesota men interested in taking the C.P.C.U. course. A luncheon limited to 20 will be given in his honor. There are now less than half a dozen insurance men in Minnesota who have the C.P.C.U. designation but it is felt there are others who would like to get it.

Rebating Scheme Stopped

ST. PAUL—The Minnesota department, according to unofficial report, has put an end to the circularization of a church men's club by a St. Paul local agency offering to donate to the club all commissions on insurance its mem-

bers placed through the agency. The story is that the department called members of the agency on the carpet, instructed them to recall the letters and warned that if any commissions had actually been turned over to the club the agency would be liable to loss of its license, for rebating.

Talks on Norway Trip

Arthur M. Lystad, claims attorney for Fidelity & Casualty at Minneapolis, who recently returned from a tour of Scandinavian countries, will tell of his trip at the Nov. 8 luncheon meeting of Insurance Club of Minneapolis.

Minn. Mid-Year Set

MINNEAPOLIS—The mid-year meeting of Insurance Agents Assn. of Minnesota has been tentatively set for April 21-22 at the Radisson hotel, here.

Kraus Dodge Co. Speaker

MAYVILLE, WIS.—Edward Kraus, Milwaukee, spoke on organization and operation of the Wisconsin Compensation Rating & Inspection Bureau at the monthly dinner meeting here of Dodge County Assn. of Insurance Agents.

IN THE SOUTHERN STATES

Richmond Agents Name New Officers, Directors

William H. Branch is the new president of Richmond Assn. of Insurance Agents, succeeding John E. Woodward. He was advanced from vice-president. New vice-president is Giles M. Robertson, of Claiborne, Goodridge & Goddin agency. Virginia Aldridge was re-elected secretary.

New directors are R. B. Augustine, Jr., S. Erwin Hall, W. H. Saunders, Jr., and Robert L. Stone.

Retiring President Woodward reviewed the year's work of the city advisory committee which supervises the writing of the city's fire business.

Public school buildings, he pointed out, were brought within supervision of the committee during the year. Heretofore, the school board had had complete supervision itself. Board members as well as non-board members and mutual representatives constitute the committee. The business, when written, is distributed pro rata among the various agencies of the city.

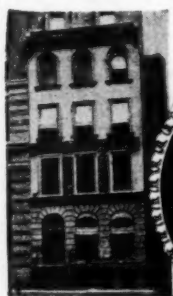
Ky. Goes on Hunt for License Fee Evaders

FRANKFORT, KY.—A survey to determine how many persons are writing insurance in Kentucky without proper license has been ordered by Commissioner Thurman, who said it may result in an increase of thousands of dollars of revenue for the state.

At Louisville an investigator has already discovered a widespread misunderstanding of the license provisions, even by veteran agents. He is checking finance companies, building and loan associations, banks, auto sales agencies, appliance stores, laundries, and all other businesses which solicit or sell insurance.

Under Kentucky statutes, foreign insurers are required to pay an annual license fee of \$3 on every salesman writing insurance with them.

"There seem to be many insurance salesmen whose license fees have been paid by certain companies, but who are writing insurance for other companies as well without the latter companies paying the required fees", Mr. Thurman



1848

GROWTH tells its own story!

1948

Looking Back... and AHEAD!

One hundred years ago The Liverpool & London & Globe Insurance Company Ltd. was just getting started in the United States—in a few rooms at 56 Wall Street and with a personnel consisting of two men, Alfred Pell (the L & L & G's first authorized agent in the United States) and one clerk. Today the Company can point to service offices countrywide, staffed with experienced personnel, and a nation-wide network of capable field men who have been thoroughly trained in the Company's Educational School.

These established facilities and the planned activities which are gradually taking shape will serve as a constant reminder that the L & L & G keeps looking ahead and molding its services to keep pace with ever-changing times.



100 Years in the United States

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said. "In other words if an agency representing six companies employs six solicitors to sell policies of each company, there are 36 license fees assessable in this agency and payable by the companies it represents". In addition to the omissions due to a misunderstanding of the law's provisions, he said the survey is expected to reveal that some employees of agencies are actually selling insurance and should be licensed even though the bulk of their work is clerical or stenographic.

\$250,000 Loss at Atlanta

ATLANTA—The first large fire here in many months struck in the same block in which the Winecoff hotel was located, damaging eight businesses and causing damage officially estimated at \$250,000.

The fire originated near the corner of Peachtree street and Carnegie Way. The Butler shoe store suffered probably the heaviest damage. Other businesses destroyed or damaged include National Shirt Shops, Five O'clock Club, Chandler Shoe Co., Ambassador liquor store, Kent Leather Goods Co., McDonald & Co. and Arthur Murray dance studio.

100 at S.E.U.A. Midyear

The semi-annual meeting of South-eastern Underwriters Assn. at Pinehurst drew more than 100 company and association executives and general agents. B. F. Weaver, assistant U. S. manager of Royal and president of S.E.U.A., presided. A resolution was adopted honoring the memory of the late T. K. Byrne, senior vice-president of Birmingham Fire, who died since the annual meeting. The executive committee held its regular monthly meeting before the general sessions.

Insurance Booth at Fair

Outstanding among the booths at the Mississippi State Fair at Jackson was the one sponsored by Insurance Women

of Jackson, under the supervision of Mrs. W. A. Sullivan, general agent. The booth was located in the main exhibition building and occupied a prominent place. It attracted several thousand visitors. Visitors were also given souvenirs that were furnished by companies and agencies. The booth was decorated with safety and fire prevention posters. One or more representatives of Insurance Women of Jackson were present at the booth throughout the week and much literature was distributed.

Resist \$314,137 Claim for Fla. Canning Plant Loss

Eight fire insurance companies, in the federal court at Tampa, are resisting claim for \$314,137 in connection with the fire that destroyed the canning plant at Tarpon Springs of the Lee Co., Inc., of Tampa on Aug. 25, 1947.

The insurers allege that W. E. Lee, the general manager, conspired to burn the property with John E. Allen of Lakeland, who in turn employed William G. Mitchell of Lakeland to set fire to the building.

Allen and Mitchell have pleaded guilty to arson charges in Pinellas county circuit court. The case against Lee on the arson charge is pending before the Florida supreme court.

The insurers, in their defense, argue that the corporation failed to produce Lee for testimony in connection with the claims, and also refused to produce certain records. The insurers allege that the records which were desired were destroyed Feb. 19, 1948 on purpose, after the demand for their production was received about Jan. 7.

The insurance companies also go on to claim that the Lee Corp. willfully misrepresented the value of the property damaged, fraudulently declared in the proofs of loss that the cause of the fire was unknown, concealed the true cause of the fire and claimed in the loss, property that was not owned by the corporation.

COAST

Fry Named President of Pierce County Assn.

Bill Fry of March & Smith, was elevated to the presidency of Pierce County Assn. of Insurance Agents at the annual meeting at Tacoma. Mr. Fry, secretary-treasurer the last year, succeeds Don M. Moore, R. E. Anderson & Co., who was elected secretary of Washington Assn. of Insurance Agents at the state convention at Bellingham.

Wayne Miller, Miller-Blake agency, was elected vice-president and Robert Thoren, R. E. Anderson & Co., secretary.

Reports on the Chicago convention of N.A.I.A. were given by H. P. Sargent of Seattle, president of King County Insurance Assn., and Irwin Mesher, executive secretary of the Washington association. Joe Hoyt, Tacoma manager of Washington Surveying & Rating Bureau, also spoke. Following the business meeting, there was a cocktail hour and the annual banquet.

Report On N.A.I.A.

SEATTLE—Reports on the Chicago convention of National Assn. of Insurance Agents were presented by Vice-president J. R. Storm and Executive Secretary Irwin Mesher at a membership meeting of King County Insurance Agents Assn.

President H. P. Sargent gave a report of association activities for the last year. R. C. Jenner paid tribute to LeRoy Hunter, chairman of the educational committee, for his efforts in setting up two N.A.I.A. educational courses currently sponsored by the association.

The educational program of King County Insurance Assn., following N.A.I.A. introductory and advanced courses started Oct. 9.

Dec Heads Blanket Club

Seattle Blanket Club has elected Stanley Dec of D. K. MacDonald & Co. as president. He succeeds Ed Swanson of LaBow, Haynes Co. Elmer Stewart, "Pacific Northwest Underwriter," is the new vice-president; Harry Pantages, Thomas Lentgis agency, secretary; and Francis Dawes, D. K. MacDonald & Co., treasurer.

New officers will be installed at the club's annual "employer night" Dec. 2.

Ogden Agents Elect

OGDEN, UTAH—At its annual meeting Ogden Assn. of Insurance Agents elected William J. Holmes president, Ben Van DeGreff, vice-president, and C. F. Bohn, secretary.

Opens Branch at Pasco

General Adjustment Bureau has opened a branch at Pasco, Wash., with E. C. Wood as adjuster-in-charge. He has been superintendent at Yakima.

S. H. Kusan of Burley, Ida., was given a silver medal by Home in recognition of 25 years of service. The presentation was made by Alfred R. Busch, state agent for Utah and Idaho.

Ontario Agents Elect Seibert New President

TORONTO—Carl Seibert, Kitchener, has been elected president of Ontario Insurance Agents Assn. He succeeds Ralph Duclos of Ottawa, who has held office for three years. Vice-presidents are J. R. Sinclair, Peterboro; R. L. Schofield, Oshawa; Fred Eagle, Hamilton; Thomas Bardsley, Windsor; Bruce Fleming, Sault Ste. Marie; R. Philpot, Fort William; Harry Lorimer, Toronto.

The association operated at a loss, according to the financial statement. Revenues in the year were \$16,099 and disbursements \$16,409. This reduced surplus from \$7,685 to \$7,262. Membership

is reported as 1,368. There are 38 local associations affiliated with O.I.A.A.

With respect to the fact that the association has not been supporting Ontario Insurance Institute, Ivor Brake, manager, said the institute "was unable to fulfill its undertaking" to supply speakers for meetings and it was necessary to obtain speakers by direct contact.

Members of the association have found Ontario automobile assigned risk plan ineffective in specific instances, particularly with respect to the assignment of automobile fleets, and as a result, the association asked its executive committee to advise directors of the plan of the need for improvements. Another resolution has to do with recent reductions in agents' commissions.

FTC Complexion Changes

WASHINGTON—Robert E. Freer, chairman of federal trade commission, announces he will resign in December and practice law. He was appointed to FTC as a Republican by the late President Roosevelt in 1935 and has received two reappointments, the last one to a term which expires in 1952.

Mr. Freer has taken an active interest in the matter of FTC jurisdiction over insurance under public law 15. The FTC legal division has charge of a survey and study of mail order insurance matters.

Fairfax Insurance Agency, Fairfax, Okla., is now under management of Riley Quarles, son of the late Frank Quarles, who died Oct. 22. He had operated the agency more than 15 years.

Insurance Women of Los Angeles has elected as president, Van Ness Vaughan; vice-president, Frances Gray; secretaries, Eva Smith and Ruby Frankenberg; treasurer, Atala Carter. Delegate to the western regional convention is Van Ness Vaughan.

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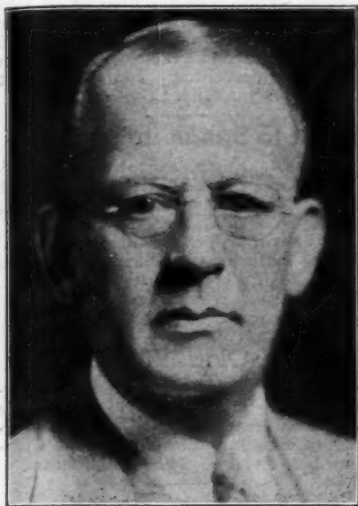
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Iowa Leader Is Feted at Half Century Mark

DES MOINES—B. C. Hopkins, veteran Des Moines local agent and senior member of the Hopkins insurance



B. C. HOPKINS

agency, was honored by Fireman's Fund at a dinner marking his 50th year representing that company.

Attending the dinner were E. D. Lawson, vice-president and western manager; J. T. Even, assistant manager at Chicago; F. G. Gedelman, agency superintendent; W. W. Waddell, manager of the farm department, and Iowa State Agents Thomas G. Little and W. S. Voltz.

A total of 29 attended the dinner including the office staffs of the Hopkins agency and the Des Moines office of Fireman's Fund, together with Mrs. Ann Adams of Highland, Ind., daughter of Mr. and Mrs. Hopkins; Mrs. Hopkins and his brother, John, in addition to the sons, Burtram W. and William V., who are associated in the agency with their father.

Presented to Mr. Hopkins was an electric clock for his office.

Mr. Waddell at one time over 30 years ago was associated in the agency with Mr. Hopkins. Mr. Hopkins started in 1898 with the Willcox-Howell Co. and became a member of the firm in 1899. He was president of Iowa Assn. of Insurance Agents in 1938.

D. C. Rating Bureau Elects

WASHINGTON — Fire Insurance Rating Bureau of District of Columbia at its annual meeting here elected Home as a new member of the governing committee and reelected Continental, Firemen's and Mutual Fire of D. C. John Glendening of Home was elected chairman and A. W. Tyrol, Hartford Fire, vice-chairman.

The governing committee named on the executive committee: R. Edward Early, chairman, succeeding Frank A. Powell; W. B. Ragsdale, vice-chairman; V. Manning Hoffman, Stocton M. Hotze, Raymond C. Karge, Mr. Powell, J. H. Shannon and Marshall M. Smith.

Revise 'Insurance Surveys'

The third edition of "Insurance Surveys" has been published by Rough Notes Co. It contains 20 chapters and 240 pages on how to sell and make insurance surveys.

This is a compilation of ideas on selling and making surveys which have been published in "Rough Notes". The idea and plans of producers who have successfully used surveys have been assembled.

This is an insurance survey manual for the experienced insurance man and the novice. Ralph E. Morrow, manager of "Rough Notes," is the original author, and George E. Lonergan of Employers

Group, revised the third edition. Price is \$3.

Award for Broker Service

Pohs Institute at New York will sponsor an award to be made annually to the person who has done most for the broker. A committee of New York brokers has been selected to name the recipient and the award will become an annual affair at the meeting of Brooklyn Insurance Brokers Assn. The first award will be made at the annual dinner scheduled for the Towers Hotel, Brooklyn, Dec. 7.

The nature of the award was not disclosed.

Protecting High Value Areas

U. S. Chamber of Commerce and National Fire Waste Council have just issued a publication "Protection of High Value Areas" which includes a fire protection program designed to get the attention of merchants, manufacturers and building owners.

The plan of action that is being tested at Schenectady is outlined and a step by step procedure by which the fire prevention committee of a local chamber of commerce may tackle the problem set forth.

Konitzer Resigns Chicago Post

A. A. Konitzer, resident vice-president of American Casualty and American Aviation & General in charge of the Chicago branch office, has resigned.

Temporarily he is making headquarters in 1184 Board of Trade building. Mr. Konitzer is considering other posts and is expected before long to announce his future plans.

He took charge of American Casualty's Chicago branch in January, 1942.

Mr. Konitzer started in the business with Fred S. James & Co. at Chicago, being underwriter in the casualty department for nine years. Then he went with Standard Surety & Casualty and Standard of New York there as a casualty man, remaining eight years, the post which he resigned to join American Casualty.

Harry O. Eckert, director of agencies at the home office, is temporarily in charge of the Chicago branch of American Casualty and its companion company.

Buyers Name Secretary

A. H. Hansen has been appointed ex-

ecutive secretary of Risk Research Institute at its New York headquarters. He was insurance manager for Richfield Oil Corporation for 19 years before taking the new assignment. His predecessor, Walter MacClelland, went with the Osthimer brokerage firm in Philadelphia some time ago.

Kline Joins N. Y. Department

George H. Kline of Syracuse has joined the New York department to assist in handling statistical and legal work. A graduate of Syracuse University law school, he is a veteran and earlier was a municipal bond analyst with Dun & Bradstreet.

Maurice G. Herndon, assistant Washington manager of N.A.I.A., stopped at Kansas City Wednesday and had a session with the executive committee and chairmen of other committees of the Kansas City local board. He addressed a luncheon meeting there. He went on to Lincoln for the convention of Nebraska Assn. of Insurance Agents. During the week of Nov. 15, he will appear at five regional meetings in Kansas.

Insurance Women's Assn. of Seattle will stage its "bosses' night" Nov. 9. There will be a cocktail hour starting at 5:30 and after dinner a program of entertainment has been arranged.

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1423-1424 Carew Tower, Cincinnati
175 W. Jackson Blvd., Chicago

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NEWS OF FIELD MEN

P. W. Goes on Direct Basis in Ga.

Providence Washington has appointed Thomas J. Southerland as state agent for Georgia with headquarters in Mortgage Guarantee building, Atlanta. He started at Atlanta with the southern department of Royal. He was later connected with Great American and North British & Mercantile, supervising southern business.

The opening of the Atlanta office inaugurates new company service in Georgia, the company having been formerly represented by Jerome, Cowan & Mahone, managers.

Kansas Inspection Held

Kansas Fire Prevention Assn. is inspecting Neodesha Nov. 4. A very successful inspection was held at Herington, with about 200 present for a joint Chamber of Commerce-Rotary-Kiwanis Club luncheon, addressed by R. E. Ver-

nor, Western Actuarial Bureau, Chicago. Rotary members from several adjoining towns, including the district governor, attended to meet Mr. Vernor, who is treasurer of Rotary International and a former international director. Frank Lydick of the Mott & Lydick agency was in charge of local arrangements. Mr. Vernor and Fire Marshal Clyde Latchem addressed schools.

Home Makes Changes in New York Field Setup

Home has made several changes in the New York field. The Buffalo offices are being consolidated in the Genesee building under supervision of Walter S. Bachman, resident secretary. Associated with Mr. Bachman will be Edwin T. Collins, state agent, and special agents William F. Massman, Francis J. Phister and Wilbur S. Callahan. This office will supervise western New York. The Rochester office will continue under Frank A. Beugless, state agent, assisted by Special Agents Otis T. Coleman and Harry J. Crowther.

R. L. Pitman, former National Liberty special agent at Poughkeepsie, has been transferred to Harrisburg, Pa. The territory formerly supervised by Mr. Pitman will be under John E. Summers, state agent at Albany.

Bush Made W. Va. State Agent by Globe & Rutgers

Mark L. Bush has been appointed West Virginia state agent for Globe & Rutgers, State of Pennsylvania and American Home Fire, with headquarters in the Charleston National Bank building. This will free E. A. Logue, state agent, and E. J. Brown, special agent, for concentration on the western Pennsylvania territory.

Mr. Bush formerly traveled West Virginia at one time for Northern of London. Later he was at the Northern head office and more recently has been with Virginia F. & M. at Richmond.

Gibbs Corroon & Reynolds State Agent in Va.

Corroon & Reynolds has appointed E. C. Gibbs state agent in Virginia. Mr. Gibbs traveled in the state for a federal government agency, supervising insurance on properties. More recently he has been with Virginia Insurance Rating Bureau as manager of the office at Bristol. Before that he was in the local agency field in Richmond. He will have headquarters at Richmond.

Wesley to Boston Office

Loyalty group has transferred David A. Wesley to its Boston branch office to assist Manager L. W. Dearth.

Mr. Wesley has been in the insurance business since 1922, having spent 14 years in Boston general agencies before joining Loyalty group as a fire underwriter there.

He subsequently served as special agent in Georgia, and later was assigned to the eastern New York field as state agent. Upon his discharge from the army, after service in the Pacific, he resumed his field position in eastern New York.

Nat'l Union Additions

R. H. Talcott, who has been with Johnson & Higgins at Detroit and formerly was with Michigan Inspection Bureau, has joined National Union Fire as special agent associated with Manager L. C. Nichols of the Wayne county department at Detroit. Mr. Talcott is an Armour Institute of Technology man.

George J. Stephens, Jr., who has been in the Chicago office for several years in various capacities, has been appointed special agent associated with Manager I. C. Faber of the Cook county department at Chicago.

Springfield Dance Draws 104

There were 52 couples on hand for the fall dance of the Springfield puddle of Illinois Blue Goose. Every member of the pond but one attended. Lloyd Eppler, Loyalty group, was in charge of arrangements. E. H. Miller, North British, most loyal gander of the Illinois pond, attended with Mrs. Miller.

Tenn. Preventionists Meet

The monthly meeting of Tennessee Fire Prevention Assn. will be held at Nashville Nov. 8. Homer S. Elkins, instructor fire service training, will be the speaker.

The association will inspect Franklin Nov. 9 at the request of the mayor. The Lions Club will sponsor the meeting.

Minn. Speakers Club Meets

MINNEAPOLIS—The first meeting of the speakers club sponsored by Minnesota Underwriters Assn. was held Nov. 1. The club will meet each Monday at 4 p.m. for 15 weeks with Prof. Albert Fulton of University of Minne-

sota as instructor. R. O. Belford, London Assurance, is president; E. C. Erland, Firemen's, vice-president; R. W. White, U. S. Fire, secretary.

Hear Bank P.R. Director

Connecticut Field Club had John Payne, public relations director of Connecticut Bankers Assn. as speaker at a dinner meeting Nov. 1 at Hartford. The club attended the northeastern fire protection-prevention conference Oct. 28-29 at Aetna Life.

North to Speak in Texas

John A. North, executive vice-president of Phoenix of Hartford, will speak at the Nov. 8 meeting of North Texas Field Club at Dallas.

His visit to Texas will be somewhat in the nature of a "homecoming," as he made his home in Texas 1925-1929, when he was special agent for Phoenix in that state.

To Plan Okla. P.R. Program

T. Ray Phillips, America Fore, chairman of the Oklahoma field clubs public relations committee, has called a meeting of directors for Nov. 11 at Claremore, to arrange the 1949 program.

Link Named at Detroit

American has appointed Erwin W. Link as special agent for Detroit and Wayne county. He will make his headquarters in the Buhl building, Detroit.

Mr. Link joined American in 1946 after overseas service as commander of an infantry unit of the marine corps.

Vernor, Cox at Kan. Meeting

Richard E. Vernor and Emmett T. Cox, Western Actuarial Bureau, Chicago, met with the executive committee of Kansas Fire Prevention Assn. at a dinner meeting at Wichita.

B. C. Wins Golf Trophy

British Columbia Blue Goose won the A. Z. DeLong golf trophy in a match

WANT ADS

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November 4, 1948

The NATIONAL UNDERWRITER

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with the Seattle pond at Capilano golf course in Vancouver. It was the second match of the year, the British Columbia golfers having defeated the Seattle team when they visited Seattle in the summer.

Indiana Luncheon Popular

At the second monthly luncheon of Indiana Blue Goose at Indianapolis, more than 30 turned up above the preliminary reservations that had been made. Much interest is being manifested in this new activity. The next luncheon is scheduled for Dec. 13. An initiation will be held at Indianapolis Nov. 15.

Ross Established in Fla.

Guilford N. Ross, special agent for American, who has been assisting W. L. Reynolds, Florida state agent, since his transfer from Kentucky in July, is now permanently located in Jacksonville. He will continue working with Mr. Reynolds in the north Florida territory.

COMPANIES

Hartford Fire Elects Three to Executive Posts

William A. Forrester, Jr., has been elected financial vice-president of Hartford Fire. Barnard Flaxman has been elected assistant vice-president and Francis T. Fenn, secretary, has been elected treasurer with the title of secretary-treasurer. All three men assume the same titles with Hartford Accident.

Mr. Forrester was formerly vice-president of National City Bank of New York in the investment department. For the past two years he has been with the investment firm of Lazard, Freres & Co. of New York. He is a graduate of Massachusetts Institute of Technology.

Mr. Flaxman, a graduate of Carnegie Institute and Syracuse University, has been with Hartford since 1924. His duties are in the investment division. He was elected assistant secretary of Hartford Fire in 1937 and of the casualty company a year later. In 1944 he became secretary of the fire company and three years later, the casualty company. He is also secretary of Citizens and assistant secretary of New York Underwriters.

Mr. Fenn started in the insurance field with Travelers in 1909 in the financial department. He joined Hartford in 1918 and has spent his entire career with the companies in the investment end. He was elected assistant secretary of Hartford Fire in 1928 and of Hartford Accident in 1931. He became secretary of the fire company in 1940 and of Hartford Accident in 1946. He also is secretary of Citizens and secretary-treasurer of Hartford Live Stock and secretary of New York Underwriters.

New Ft. Worth Insurer

National Service Automobile of Fort Worth has commenced operations with capital of \$100,000 and net surplus of \$25,000. It is closely identified with the general agency of Roberts & Rhea which is attorney-in-fact for Fort Worth Lloyds and Texas manager of Merchants Fire of Indiana. The new company is confining its writings to the physical damage automobile lines. The president is Cleaves Rhea, vice-president, Fred D. Thompson of Government Employees Finance Corp.; secretary, Frank F. Roberts, and treasurer, Barton L. Smith.

Merger Basis Outlined

In connection with the merger of Richmond into Westchester Fire there is provision for capital to be \$2 million.

This will consist of one million shares of \$2 par value. There will be issued to stockholders of Richmond 220,000 shares in the rate of 1.1 share for each of the 200,000 \$5 par shares now held. Stockholders of Westchester will receive 780,000 shares or 1.95 shares for each of the 400,000 \$5 par shares. The exchange is related to the net asset value of each company at Aug. 31, 1948, plus premium reserve credit of 30% on marine and 40% on other lines.

CHICAGO

GOVERNING UNIT REVISED

The governing committee of Western Underwriters Assn. has been reconstituted following the midyear meeting at White Sulphur Springs. C. H. Smith of Hartford Fire continues as chairman and S. M. Buck of Great American as vice-chairman. New members are E. D. Lawson, Fireman's Fund; H. C. Conick, Royal-Liverpool; Frank Ludington, Atlas, and C. W. Ohlsen, Sun. Holdover members are J. C. Harding, Springfield F. & M.; E. A. Henne, America Fore; A. F. Powrie, Fire Association; J. P. Young, Jr., American, plus the officers—E. H. Forkel, National Fire, president

and Ivan Escott, Home, and C. L. Allen, Aetna Fire, vice-presidents.

TAPPER NOW INDEPENDENT

Ralph E. Tapper has opened an independent adjusting firm in the Insurance Exchange building, Chicago.

Mr. Tapper was with Wilson S. Levens adjustment firm two years before the war and three years after his war service. Before that he was with the C. G. Eberth adjustment firm of Chicago for four years.

Mr. Tapper's father, Ralph W., is an independent broker. He used to be with the Rhode Island.

BUCKEYE CLUB PLANS

The annual meeting of the Buckeye Club of Chicago is to be held Jan. 25 at a place yet to be selected, the officers decided at a luncheon get-together last week. This is composed of Chicago insurance men who have had an Ohio background of one kind or another. V. L. Montgomery of North America is the president. There are about 60 members. Secretary Virgil Souders of Fire Association keeps an eagle eye out for men who migrate to Chicago that may have hesitated sometime during their careers in Ohio, but if any such have escaped his attention, he will be glad

to have them assert their eligibility requirements and their financial ability to pay the dues of \$1.

NEW YORK

N.Y. FEDERATION LUNCHEON PLANS

Joe R. Hanley, lieutenant governor of New York, will be the principal speaker at the annual luncheon of Insurance Federation of New York, Dec. 1 at the Hotel Commodore.

Robert V. Branion, manager of the eastern department of Zurich, is chairman of the luncheon committee. The affair is the largest insurance luncheon in the state and advance registrations this year indicate an attendance better than 1,500.

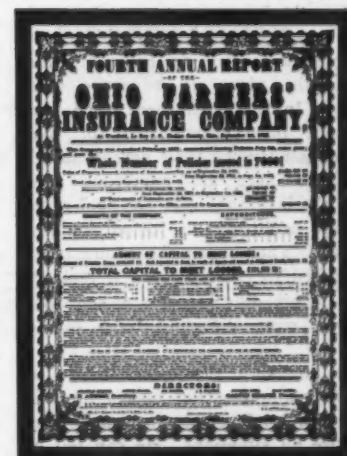
Insurance Women of New York held a dinner meeting Nov. 1, at which Dr. L. Wendell Elfield, minister of the Plymouth Church in Brooklyn, spoke.

Henry Young has been appointed chairman of the nominating committee of Insurance Club of Washington, Inc., to recommend a slate for election at the annual meeting Nov. 17.

100 Years OF SERVICE AND PROTECTION

★ ★ ★ ★ ★ ★ ★

In 1948 more than 100 American fire insurance companies are a century or more old—a remarkable testimony to the stability of insurance in the United States. Promoted by business-operated companies and distributed by the local agent, American insurance provides broad and sound protection to millions of people. This Company thinks that celebrating anniversaries benefits the industry and its representatives as much as the people celebrating. We are proud and happy during 1948 to give special attention to the 100th year of our Company's service.



EARLY FINANCIAL REPORT ISSUED IN 1848



1848-1948

OHIO FARMERS INDEMNITY COMPANY



THE INSURANCE AGENT IS A GOOD MAN TO KNOW

EDITORIAL COMMENT

Eliminating Bad Speech Habits

Many of us have bad speech habits, some of them offensive—others never seem to irritate our listeners. Those in the insurance business are constantly talking to the public and many of the more learned are often sought as speakers for many programs, including state and national insurance conventions.

If some speakers attempted to study some of their more obvious speech faults before the program and then resolve to eliminate or—at least—keep them to a minimum it would prevent a glaring fault or the repetitive use of one word which destroys the good impression the speaker hoped to make.

For example, an authority on selling, presumably conversant with the taboos of public speaking, began sentences with the word now at least 30 times, by actual count! In the transcribed version of the speech, one page alone had four consecutive paragraphs beginning with "now."

Some of us have other pet words or phrases which, by their constant use have anaesthetized us so much that we are not aware of our bad taste. Now, don't take this so seriously that you emasculate a colorful speech style, but it would do well to make an inventory of your speech habits.

The Group Man and Industrial Relations

Group insurance people, producers and company men alike, are coming to recognize the wisdom of being versed in the whole field of industrial relations. The insurance man is often called upon for advice over and beyond insurance problems by small employers who do not have any other industrial relations counsel. The insurance man cannot become such an exhaustive student of the field that he forgets his mission is to sell insurance, but he is in a position to soak up a great deal of knowledge without losing sight of his objective. Approaching industrial relations studiously he can learn many things that will enable him to offer advice and service which enhances his sales position.

When the insurance man understands broad employer-employee problems, he has truer perspective which enables him to see the place of insurance more clearly. In the past, there have been insurance men whose zeal for their product outstripped their narrow understanding. There are numerous cases where the insurance man has sold group coverage as a panacea for all employee relations. Then when the group insurance failed to erase discord it took the blame where other aspects of industrial relations were throwing them out of kilter.

The insurance man who knows industrial relations never makes the mistake of pretending that insurance alone can cure all situations. He can tell his client truthfully that insurance can add immeasurably to the economic security and the well-being of the employee, and in this respect make him more efficient and loyal, but makes it clear that in-

dustrial relations are many sided. Insurance cannot completely sweeten every situation, for example, where a union is on the warpath, where the employer refuses to upgrade employees at reasonable intervals, where the work is of a distasteful nature, where wages or salaries are low by prevailing standards, where supervision is harsh or unreasonable, where working conditions are unpleasant. In this connection, it is now realized by industry that the mechanization and specialization necessary on the mass production line tends to make workers dissatisfied with the lack of variety in their work. Enlightened employers see to it that where such labor is necessary, the employees are shifted from job to job and in this way and through job education are able to get a picture of the total operation which keeps them interested in the team effort. Where the employer fails to recognize and improve the weaknesses in his industrial relations, he is going to have disgruntled employees even with the most superb group insurance and pension program.

The insurance man can help the employer formulate a satisfactory employee relations policy and recognize that insurance can do its part of the job in a style that has proven highly effective.

Who stuck the luck in pluck? As a matter of fact there ain't no such animal. Keep your life clean and upright. So live that you will have nothing to fear from publicity.

The old is good, the new is better, and that which is to be the best of all.

PERSONAL SIDE OF THE BUSINESS

Dana G. Carr, manager of Home of New York at Waterville, Me., and **L. C. Fitzherbert**, manager at Boston, celebrated their 25th anniversaries with the company at a dinner given in their honor. Secretary J. W. Teese and H. H. Wilson, assistant secretary, and field men of the Maine and Massachusetts offices attended. Both men were presented with a 25-year silver service medal and a framed certificate.

John A. North, executive vice-president of Phoenix of Hartford, is taking a trip to Texas this month and will be guest speaker at the Nov. 8 meeting of North Texas Field Club at Dallas. Mr. North was special agent for Phoenix in Texas from 1925-29.

C. W. Stoddard, Cook county special agent of Loyalty group is at his home at Oak Park recovering from an appendectomy performed last week at Lutheran Deaconess hospital.

Hugh H. Murray, Jr., of Raleigh, N. C., the new president of National Assn. of Mutual Insurance Agents, is president of Associated Insurers, which agency he founded in 1932.

Mr. Murray is a graduate of North Carolina State College and is a trustee of the American Institute for Property & Liability Underwriters. He was one of the organizers of the North Carolina Mutual Agents Assn. of which he is a past president. With the National association he has been a director and vice-president. During the last war he was a lieutenant in the navy.

L. S. Gregory, assistant vice-president of Fireman's Fund, is recuperating at a Berkeley, Cal., hospital from a recent abdominal operation.

Fred C. Barkman, vice-president and a director of Wagner & Glidden and Toplis & Harding, Chicago, was honored at a luncheon party on his 25th anniversary with the two firms.

Fred C. Schad, secretary of Western Insurance Bureau, is recovering slowly from a stroke suffered nearly 10 months ago. He is in the sanitarium at Hinsdale, Ill. Mr. Schad was stricken just after a meeting of bureau executive committee at Chicago.

Jule M. Hannaford, Jr., vice-president of Marsh & McLennan at St. Paul, represented Yale at the inauguration of Dr. Hurst R. Anderson as president of Hamline University, St. Paul. Mr. Hannaford is an alumnus of Yale.

DEATHS

Howard N. Coldwell, 46, of Columbus, O., special agent of Security of New Haven, died of a heart attack in the office of the Meuche & Hickman agency at Dayton. Funeral services were held Saturday at Columbus. Mr. Coldwell was born in Gross Falls,

N. H., and had resided in Columbus 11 years. He was immediate past president of the Speakers Club of Ohio Fire Underwriters Assn.

Nels M. Sutherland, 51, local agent at Port Angeles, Wash., succumbed to a heart attack. He had just completed playing three holes of golf. Feeling ill, he returned to the club house, where he died.

Leslie C. Harvey, 78, local agent of Oconto, Wis., died after a long illness.

John C. Poppe, 63, local agent at Tekamah, Neb., died there of a heart ailment. He was prominent in state Democratic politics.

Bernard T. Duffey, who retired last year after having been engaged in the fire insurance business for 60 years, died recently at the age of 79. His home was at Shaker Heights, O. He started in the business with the old Rockford Ins. Co. at Rockford, Ill. in 1887, and in 1898 went into the Ohio field. In 1899 Rockford Ins. Co. was reinsured by American and Mr. Duffey remained with the later company until the next year. Then in 1900 he formed his connection with Royal that continued until his retirement. He started with Royal as special agent in Michigan and in 1902 was made state agent in Ohio and Michigan. That arrangement continued until 1911 when he gave up Michigan and remained as state agent for Ohio and as manager of the Cleveland office of Royal.

Mr. Duffey served as vice-president of the Fire Underwriters Assn. of the Northwest in 1914. He was president of the Ohio Field Club in 1913. He studied law at Cleveland and was admitted to the bar in 1917.

A son, **Bernard Duffey, Jr.**, is with Underwriters Adjusting.

Mrs. Julia Forbes, 91, mother of Commissioner David A. Forbes of Michigan, died Tuesday in Blodgett Memorial Hospital, Grand Rapids. She had been critically ill for about three weeks since suffering a hip fracture in a fall at her Grand Rapids home.

W. F. Hochbrunn, 50, treasurer of General Exchange, died in White Plains, N. Y., hospital.

John C. Bulkeley, who died at Hartford after 52 years with Aetna Life, is a member of a family long associated with that company. Eliphalet A. Bulkeley was its first president, and his son, Morgan G. Bulkeley, was the third president. John C. Bulkeley was one of three brothers, all nephews of Morgan G. Bulkeley. One of John's brothers, Col. W. E. A. Bulkeley, was until his retirement a year ago vice-president and auditor and a director. The third brother, Richard B. Bulkeley, is not associated with Aetna Life, but his son Richard B. Bulkeley, Jr., is a member of the policy title division.

Must Certify TDB Claims

All claims for disability insurance under the New Jersey TDB law effective Jan. 1 will have to be certified by licensed physicians before payment, according to H. G. Hoffman, director of the unemployment compensation commission.

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N. Y. Allows Only Minor Cuts Under N. J. TDB Plan

NEW YORK—At the request of the insurers affected Superintendent Dineen granted a reconsideration of the recent ruling banning lower rates for group A. & H. coverage under the New Jersey cash sickness law than were charged in New York for comparable coverage, but insists that any difference in expense rate on larger groups under a company plan is not significant, that economies would not amount to more than 5%, that in any event the reduction of 15% made by some companies cannot be justified.

"This department in its effort to protect New York policyholders against rate discriminations does not wish to stifle experimentation nor do we want to discourage competition among private carriers and with state funds created under compulsory accident and health laws such as the New Jersey statute. If there are distinguishing features under the New Jersey plan which produce differences in expenses or claim experience or both, it would not be discriminatory to charge different rates in New Jersey as compared to New York. Illusory differences born of a desire to meet competition are not enough. The differences must be real and tangible—capable of substantiation by factual proof. Failure to observe this requirement might well expose the pricing policies of the business to a justifiable criticism.

"It has been suggested, however, that the compulsory feature because it requires approximately 100% participation will produce more favorable morbidity experience than under voluntary plans and that this distinguishes plans such as the New Jersey one from the voluntary plans in use in New York and elsewhere. I answer to this, we point out that for many years accident and health group insurance has been written under policies providing 100% partici-

pation, such as the non-contributory form. Further, many contributory groups have nearly 100% participation. With this background of experience it has not been demonstrated to us that there is any appreciable difference in the claim experience of 100% groups or nearly so than under groups with a lower participation sufficient to warrant any substantial reduction in the premium rate.

Certain Economies Possible

"Although the insurance benefits provided under the New Jersey plan are compulsory as compared to similar insurance written on a voluntary basis in New York, it seems to be agreed that the reduction in premium rates approximating 15% cannot be justified solely by reason of the difference in expenses incurred, exclusive of commissions and taxes in the two plans.

"It is agreed that certain economies are possible under a compulsory plan in the collection, administrative and installation expense, particularly in the case of smaller groups and such economies may be given effect in the premium rate. It was generally agreed by the representatives of the interested companies that the difference in overall expense (including first year and renewal expenses) might reach 5% of the premium. Even if it may be shown that there may be a greater difference when first expenses alone are compared, this would not be a proper basis for the reduction of premium rates. According to the information submitted, any difference in expense rate on larger groups under a compulsory plan and not a self-administered plan is not significant.

"A number of companies have made quotations on the basis of reduced rates under the compulsory plan of New Jersey without extending similar treatment in New York. As to applications taken and quotations made at lower rates, I cannot recognize that such actions are in compliance with the law as interpreted by the aforementioned opinion unless such premium reductions are consistent with the views expressed herein."

To Review Group A. & H.

NEW YORK—The hearing on group life and other lines which the life committee of the National Assn. of Insurance Commissioners is holding at the New York department Nov. 4-5 will, it is understood, treat among other things the use of group retention letters which are used with certain insured by companies writing group accident and health. In them the company guarantees that it will retain only 15% of the premium.

Elect S. Cal. Officers

LOS ANGELES—Southern California Fire Underwriters Assn. elected

Karl F. Glasbrenner, Glens Falls, as president. Others named were: vice-president, Russel C. Edgerton, Providence-Washington; secretary, John Kilgore, Hartford Fire; executive committee, A. E. Trieber, Fireman's Fund; Jay W. Stevens, Jr., Royal; G. A. Warburton, Cravens, Dargen & Co.; Field Thompson, John D. Boyle Co.; T. K. Dodds, America Fore; Howard L. Way, Jr., Home; W. F. Bauermeister, National Union; Arne J. Ulvila, London Assurance.

Rudy R. Paul has bought the A. P. Harper agency, LaFontaine, Ind., from the Harper estate.

Country-Wide Claim Service



THE CHARTER OAK FIRE INSURANCE COMPANY

HARTFORD · CONNECTICUT

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One of THE TRAVELERS Companies

MARSH & McLENNAN

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Insurance Brokers
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Buffalo	Cleveland	Columbus	Indianapolis
Superior	Duluth	St. Paul	St. Louis
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Vancouver	Montreal	Havana	London

GENERAL AGENTS

COLORADO

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Inc.

527 Gas & Electric Building
Denver

Ritter General Agency

FIRE-SURETY-CASUALTY
955-62 Gas & Electric Building
Phone CHerry 7451

Denver 2, Colorado
Colorado-Wyoming-New Mexico-Utah

KENTUCKY

Bradshaw & Weil General
Agency Co., Inc.
Louisville

Embezzlement of \$50,000 Reported by Virginia Bank

A four months career in embezzlement on the part of Clarence M. Markland, 25, a sales official for the Norfolk branch of the Bank of Virginia at Richmond, was terminated by Federal Bureau of Investigation officials at New York City last week. The young man was apprehended by the G-Men with his bride of one year and he had but \$4.00 left of a total exceeding \$50,000 which he had managed to take from the bank since June 15.

The method he used was to create fictitious advances to an auto dealer, according to the police, and then forging the dealer's endorsement on cashiers checks. In outlining the charges above the police stated that he had admitted losing the money on gambling. A \$50,000 bond on the bank was recently taken over from Lloyds by United States Guarantee.

Nominate Quick to Head N. J. Surety Underwriters

Scheduled to be elected as officers of the Surety Underwriters Assn. of New Jersey at its annual meeting in Newark this week were the following men selected by the nominating committee: President, Clyde Quick, Aetna Casualty; vice-president, George A. Schmitt, Commercial Casualty; and secretary-treasurer, C. O. Griffith, Travelers.

Nominated to the executive committee were L. Philip Hodgman, Employers, who has been president this year; Paul S. Parris, Fidelity & Deposit; P. A. S. Rogers, United States Fidelity & Guaranty; William Sadler, Century Indemnity; and C. J. Collins, Standard Accident.

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Broad Street,
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Flatiron Bldg.,
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Then and Now

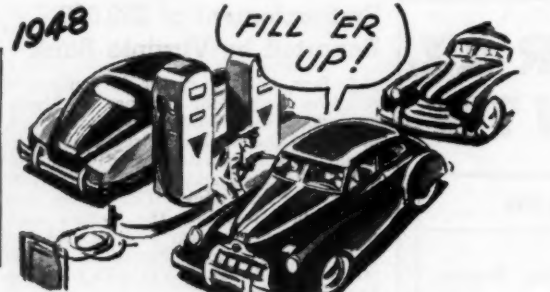
**SOME REASONS WHY
AUTOMOBILE INSURANCE
IS COSTING MORE**



That trip to the repair shop now involves important money. Mechanics' wages have about doubled since 1940. Parts have increased in cost. New cars are so scarce that practically no wrecked car is considered beyond repair.



Generous juries have been awarding constantly increasing judgements... especially in states where there are laws on financial responsibility and where most motorists carry liability insurance. This trend means extra millions in payments by insurance companies and increased insurance rates for everybody.



Gasoline sales are at an all-time high which indicates that people are driving more. There are more cars on the road, they are driven faster, and their average age is 9 years. The chances for accidents are greater than ever.

Who establishes auto insurance rates?
The individual motorist! By reducing accidents he helps reduce the cost of automobile insurance.

AMERICAN ASSOCIATED
INSURANCE COMPANIES

AMERICAN AUTOMOBILE INSURANCE COMPANY
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Program for Joint Casualty Convention Is Announced

Big Attendance Expected for Meeting at White Sulphur Springs Nov. 11-13

The completed program for the joint convention of International Assn. of Casualty & Surety Underwriters and National Assn. of Casualty & Surety Agents at White Sulphur Springs, Nov. 11-13, which will include an address by Gen. Robert L. Eichelberger, has been announced by J. Dewey Dorsett, general manager of Assn. of Casualty & Surety Companies and secretary of I.A.C.S.U.

Advance registrations indicate the largest attendance in the history of the joint convention, Mr. Dorsett said. The meeting this year will last three days, instead of the usual four. Joint meetings will be held the first two days, with separate business meetings the final day. Golf, horseshoe pitching and bridge tournaments will fill out a busy schedule.

Meeting Opens Nov. 11

The program opens the morning of Nov. 11 with a round-table discussion at 10 a.m. for members of N.A.C.S.A. Wheaton A. Williams, president of that organization, will preside.

The first joint meeting will be held at 11 a.m. Wallace J. Falvey, president of I.A.C.S.U., will preside. It is at this meeting that Gen. Eichelberger will give the convention's principal address.

Thursday afternoon golfers will play practice rounds in preparation for the tournament the following two days. Practice sessions for horseshoe pitchers will also be held. Moving pictures and informal dancing will be provided in the evening.

The second joint meeting will be held Friday morning, with Mr. Williams presiding. Both he and Mr. Falvey will give their convention addresses at this meeting. Visiting insurance commissioners will be introduced and committee appointments for both organizations announced.

At 10 a.m. the women's golf tournament will open, followed at noon by the first 18-hole round of the men's golf tournament play. Both the women's contract bridge tournament and the men's horseshoe pitching contest will open at 2:30 p.m. A cocktail party will be held at 7 p.m., followed by the joint convention banquet at 8 o'clock.

To Elect Officers Saturday

Separate business meetings and elections of officers for both associations will be held Saturday morning, with reports of officers and committees. At noon the final round of the men's golf tournament will begin.

Presentation of awards in the convention tournaments will be made at the dinner hour following the close of the final afternoon's play of the men's golf tournament Saturday. Golfers from both the company and agent organizations will be competing for the Charles R. Miller challenge trophy golf championship cup and many other attractive prizes. Horseshoe pitching trophies for the winning team of two players and the runner-up team have been contributed by Mr. Falvey and Mr. Williams.

Special meetings of the two organizations or their executive committees not scheduled on the program will be held

Treasury Issues New List of Surety Powers

The U. S. Treasury Department has released its list of the underwriting limitations of surety companies on federal bonds. This gives the net limit for which each surety company that is certified with the Secretary of the Treasury may be accepted on any one risk. The figure for each company is 10% of its surplus to policyholders, based on the June 30 figures. The Treasury revises the list semi-annually according to the annual and the midyear statements.

In the newest list which is known as that of October, 1948, there are two new companies—Farmers Elevator Mutual Casualty of Iowa whose qualifying power is \$41,000, and Traders & General with powers of \$133,000.

Fireman's Fund, the fire company, which was certified in the April, 1948, list, does not appear in the newest list.

In the following table are shown the qualifying powers for all companies on the list, together with the powers that these companies enjoyed in the April, 1948, and October, 1947, lists as well.

	Oct. 47	Apr. '48	Oct. '48
*Accl. & Cas....	199,000	283,000	255,000
Aetna Cas.	3,971,000	4,013,000	4,015,000
Amer. Auto	1,508,000	1,810,000	1,854,000
Amer. Bond	234,000	240,000	244,000
Amer. Cas.	318,000	345,000	374,000
Amer. Empl....	778,000	797,000	841,000
Amer. Fidelity...	137,000	161,000	151,000
Amer. General...	312,000	322,000	346,000
Amer. Guar....	289,000	268,000	261,000
Amer. Indem....	233,000	216,000	227,000
Amer. Motor....	225,000	225,000	225,000
Am. Mut. Liab..	1,591,000	1,637,000	1,665,000
Amer. Reins....	1,380,000	1,328,000	1,375,000
Amer. States....	177,000	207,000	222,000
Amer. Surety... 2,100,000	2,029,000	2,084,000	
Anchor Cas....	126,000	142,000	145,000
Assoc. Indem..	549,000	584,000	626,000
Buckeye Un....	129,000	154,000	154,000
*Car & Gen....	133,000	208,000	202,000
Cent. Surety... 452,000	450,000	480,000	
Century Indem..	584,000	653,000	626,000
Columbia Cas..	441,000	358,000	417,000
Comm. Cas....	438,000	440,000	447,000
Comm. Stand... 121,000	137,000	149,000	
Cont. Cas....	1,881,000	2,382,000	2,474,000
Eagle Ind....	441,000	358,000	477,000
Emmco Cas....	85,000	88,000	94,000
Empl. Cas....	212,000	263,000	270,000
*Empl. Liab.... 1,668,000	1,562,000	1,865,000	
Empl. Mut. Ia..	194,000	216,000	242,000
Empl. Mut. Wis.	1,006,000	1,231,000	1,359,000
Empl. Reins.... 1,337,000	1,385,000	1,309,000	
Eureka Cas....	100,000	120,000	122,000
*Europ. Gen.... 1,121,000	1,058,000	1,001,000	
Excess.....	200,000	200,000	200,000
Farm. Elv. M.C.	.....	.....	41,000
Fid. & Cas....	3,227,000	3,336,000	3,694,000
Fid. & Dep....	2,037,000	2,103,000	2,133,000
Fire. Fund. Ind.	668,000	1,024,000	998,000
Fireman's Fund	2,060,000	.....	.....
Founders F&M	.....	313,000	324,000
Gen. Cas. Wash.	486,000	478,000	477,000
Gen. Reins....	1,831,000	1,671,000	1,562,000
Glens Falls....	609,000	541,000	638,000
Globe Indem....	2,129,000	2,212,000	2,104,000
Great Amer....	1,188,000	1,147,000	1,182,000
*Guar. N.A....	156,000	158,000	159,000
Hartford Acc..	4,224,000	4,115,000	4,471,000
Hawkeye Cas....	70,000	62,000	75,000
Home Indem....	346,000	324,000	374,000
Houston F&G....	144,000	142,000	142,000
Indem. N. A....	2,205,000	2,202,000	2,526,000
*Ins. Co. N. A.	10,935,000	11,265,000	12,429,000
Internatl. Fid..	189,000	189,000	185,000
Kan. Bk. Sur....	63,000	63,000	64,000
Liberty Mut....	2,985,000	3,224,000	3,390,000
*London Guar..	677,000	685,000	740,000
Lond. & Lanc..	289,000	293,000	289,000
Lumb. Mut. Cas.	1,100,000	1,100,000	1,150,000
Maine Bond....	69,000	69,000	72,000
Mfra. Cas....	502,000	513,000	516,000
Md. Cas....	2,390,000	2,574,000	2,615,000
Mass. Bond....	1,171,000	1,336,000	1,319,000
Merch. Indem..	405,000	293,000	446,000
Metrop. Cas....	466,000	415,000	485,000
Natl. Auto....	191,000	218,000	219,000
Natl. Cas....	350,000	350,000	350,000
Natl. Grange	.....	.....	.....
Mut. ....	.....	196,000	206,000
Natl. Surety... 2,194,000	2,180,000	2,235,000	
Natl. Un. Ind..	102,000	98,000	95,000
New Am. Cas..	1,694,000	1,638,000	1,662,000
New Eng. Cas..	256,000	247,000	252,000
N. Y. Cas....	432,000	396,000	423,000
N.A.C. & S. Re.	378,000	264,000	264,000
Northw. Cas..	137,000	218,000	229,000
*Ocean Acc....	651,000	624,000	659,000
Ohio Cas....	500,000	500,000	500,000
O. Farmers Ind.	149,000	157,000	166,000
Pac. Empl....	263,000	338,000	342,000
Pac. Indem....	1,070,000	1,020,000	1,034,000

if necessary. Mr. Falvey heads the convention committee, the other members being Mr. Williams, Mr. Dorsett and William T. Cline, Chicago.

Slight Increase In Sept. Traffic Deaths

September traffic deaths increased 4% over September of last year, but the record for the year as a whole still shows a 3% reduction from 1947, according to the National Safety Council.

September traffic deaths were 3,040 and the nine-month total is 22,430. September was only the second month in the year to show an increase in traffic deaths.

The death rate per 100 million vehicle miles was 7.4 for the first eight months, the lowest rate on record and compares with 8.3 last year. Travel is about 9% above 1947.

The September increase occurred primarily in small towns and rural areas, all city population groups reporting substantial decreases.

Companies Revise Tactics in Engaging Legal Aid

Insurance companies have revised their methods of engaging attorneys since the war in many of the rural sections of the country. Where formerly they kept on tap one man in a locality on a retainer fee, now they are inclined to spread the business around among several lawyers in the smaller communities. This tactic is followed to save money in retainers and to insure the friendliness of the legal community toward the company. In some instances, it has had the opposite effect of alienating attorneys previously retained who depended upon the steady insurance company fee to meet part of their overhead.

Changes Made in Wash. Auto Assigned Risk Plan

SEATTLE—Washington automobile assigned risk plan underwent some important changes, effective Nov. 1. Reprint pages, incorporating the new plan, were mailed to all manual holders.

Principal changes in the plan are:

1. The three letters of rejection have been eliminated. The new application provides for a statement that application is made to the assigned risk plan because insurance cannot be secured through regular channels.

2. A \$5 investigation fee is charged. This amount is to be credited when the remainder of the premium is paid. If the risk is not accepted, the fee is refunded.

3. There is a new schedule of rates and surcharges.

4. Important changes in eligibility requirements have been made. Physically disabled risks will no longer be obliged to take a driver's test as pertinent information will automatically be made available to the plan on the driver's license. The new eligibility requirements include a list of violations which affect the applicant's status under the plan.

	Oct. 47	Apr. '48	Oct. '48
Peerless Cas....	228,000	226,000	234,000
Phoenix Ind....	403,000	389,000	441,000
Preferred Acc..	157,000	335,000	286,000
Royal Ind....	1,742,000	1,820,000	1,736,000
St. Paul Mer...	924,000	850,000	945,000
Seaboard Sur..	622,000	630,000	650,000
Stand. Acc....	1,227,000	1,370,000	1,756,000
Summit F. & S.	32,000	33,000	35,000
Sun Indem....	227,000	305,000	306,000
Texas Indem...	56,000	53,000	57,000
Traders & Gen.	.....	.....	123,000
Travelers Ind..	1,300,000	1,500,000	1,500,000
Trinity Univ...	306,000	315,000	323,000
United Natl...	300,000	300,000	300,000
United Pac....	237,000	277,000	302,000
U. S. Cas....	631,000	635,000	647,000
U. S. Guar....	1,451,000	1,485,000	1,543,000
U.S.F. & G....	3,340,000	3,517,000	3,659,000
Va. Surety....	42,000	48,000	57,000
West American	138,000	141,000	139,000
West. Cas. & S.	216,000	227,000	237,000
West. Natl. Ind.	437,000	266,000	209,000
Western Sur...	123,000	122,000	143,000
Yorkshire	161,000	167,000	159,000

*Companies qualified for reinsurance only.

Boiler-Machinery Rate Increase of Nov. 1 Is 19.7%

Sharpest Rise Is That of 50% in Boiler Direct Damage

National Bureau of Casualty Underwriters announces a revision of the countrywide boiler and machinery rates effective Nov. 1. Until further notice the revised rates are not effective in Florida, North Carolina, Texas and Wisconsin.

The overall effect of the revision is an increase of 19.7% in the general rate level, consisting of average increases of 50% in the boiler direct damage object rates, 7.2% in the machinery direct damage object rates and 6% in the excess limits, location, bodily injury and portable object charges, with no change in the indirect damage rate level, except for a few minor adjustments in certain rate schedules.

This is the first general revision of boiler and machinery rates since Aug. 1, 1944.

Prices of Materials Up 60%

Since 1944 the prices of materials used in the repair of boilers and machinery have increased by more than 60%. There has also been an increase in the labor charge for such repair work. Inspection costs are much higher today. Since the direct damage rates for boiler and machinery insurance are on a unit basis, the premium does not automatically move upward to reflect increases in the value and consequently in the cost of repair or replacement of the objects insured.

In Louisiana, the casualty and surety division of the insurance rating commission approved the revisions except that for any fire tube or water tube boiler located in Louisiana, the rates are 80% of those elsewhere.

Louisiana was untouched by the boiler-machinery rate war and it has clung to the 1942 manual.

The boiler insurers have religiously observed the "freeze" arrangement that was decided upon along with the rate increase program and there has been no canceling and rewriting for a new three-year term at the old rates and no raiding of business.

Due to the wholesale cancellations and rewrites prior to the 1944 revision, the companies are only now beginning to get the benefit of the 1944 rate increases.

Employers Chiefs Visit U. S.

Viscount Knollys, general manager of Employers Liability, and Lady Knollys and several high executives of the London and U. S. head offices visited the company's branches in the middlewest last week. In the party were E. A. Larner, United States manager and attorney; Ronald Shaw-Kennedy, assistant to the secretary from the London head office, and Curt H. G. Heinselden, Jr., assistant U. S. deputy manager.

The group visited Detroit, Chicago, Milwaukee and Cincinnati before returning to the East.

Roger F. Quail, fidelity manager of Standard Accident, addressed Western Michigan Bank Auditors & Comptrollers Assn. at South Haven on "Bank Defalcations."

Blue Cross to Organize Stock Insurance Company

Will Offer Uniform Rates and Benefits to Interstate Contracts

Plans to organize a national Blue Cross-Blue Shield insurance company were given the green light at the joint meetings of those organizations last week at French Lick, Ind.

The Blue Cross member organizations approved the proposals, but it is understood that action by Blue Shield was postponed pending further study. However, the Blue Cross will go ahead and organize a company under Illinois laws leaving the door open for Blue Shield to join at a later date.

The new organization will be a non-

profit stock company designed to offer coverage to employees of national firms on a uniform rate and coverage basis. The stock will be held by the Blue Cross (and Blue Shield).

The purposes of the new organization are to provide an agency for nationwide enrollment of employees of firms operating in more than one state.

Blue Cross rates and benefits differ from state to state and the new organization would raise benefits in states offering less coverage to a uniform level. Thus, a firm operating out of Chicago could enroll all of its employees in Indiana, Ohio and other states on a single rate and standard benefit basis.

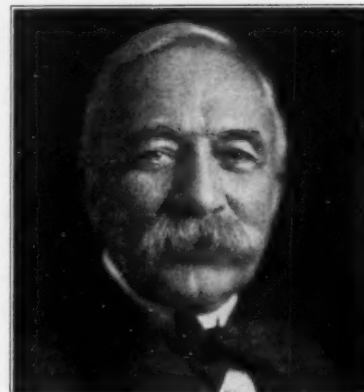
The insurance company will be operated by a board composed of Blue Cross (and Blue Shield) commission executives. Organization work will begin as soon as some of the minor changes suggested at French Lick are made.

The new company will confine its activities to supplementing Blue Cross and Blue Shield coverages, making it possible to give the same uniformity of benefits as those received under an insurance company group hospital or medical contract. In the statement of proposals offered at French Lick, it was emphasized that the primary purpose is to achieve uniform regulations for enroll-

ment, membership and administration, as well as uniform rates for all employees of a firm regardless of residence and uniform minimum benefits for all employees regardless of residence.

F. W. Lafrentz Honored at New York Reception

NEW YORK—F. W. Lafrentz, chairman of American Surety, who is regarded as the dean of active insurance



F. W. LAFRENTZ

executives in North America, was honored last Monday night with a reception and dinner at the Waldorf-Astoria hotel by 260 officers and employees of the company.

Mr. Lafrentz will observe his 90th birthday on March 25. Arthur F. Lafrentz, president of American Surety, presided. W. E. McKell, president of New York Casualty, presented Mr. Lafrentz a "Book of Memories" and an etching by the late Joseph Pennell of the American Surety building and its famous golden cornice, 100 Broadway. Addresses were made by John B. Alexander, vice-president and general manager of Canadian Surety, and Jose A. Zevada, general manager of Compania Mexicana de Garantias, Mexico City.

A series of photographic slides depicted the career and events in the life of F. W. Lafrentz. He entered the employ of American Surety in 1893, became controller in 1900, vice-president in 1908, president in 1912, and board chairman in 1926.

Book on Negligence Case Investigation Now Ready

The book "Investigation of Negligence Cases" published by Associated Lawyers Publishing Co., 1001 Broad street, Newark 2, N. J., is now being distributed. This book has the rare merit of being very specific in its aids to investigators by citing exact examples for all general principles. Thus on the principle that to hold a person liable for injury there must be a duty owing by such person to the other, there are seven applications under mutual rights, invitees, house guests, patrons and customers, common carriers, licensees and trespassers. All through the book the investigator is aided by questions to be asked and model forms to follow. The book now sells for \$2.

Hold Claim Training School

American Surety recently graduated its first formal claim-training class. Men recently employed in claim work at various branch and service offices were brought together at the home office for an intensive three weeks' course.

The program included the principal lines underwritten by the companies and applicable claim-handling techniques. At the closing exercises A. F. Lafrentz, president, and W. E. McKell, first vice-president, spoke.

Miss Ghita Hill spoke on her recent trip to Europe at a dinner of **Lincoln Insurance Women**. Mrs. Marjorie Bradley presided.

Impact of Election on Insurance Is Studied

(CONTINUED FROM PAGE 1)

replaced as insurance commissioner. He is chairman of the executive committee of N. A. I. C. and has been an increasingly important factor in that organization.

A change seems certain in Ohio with Lausche, the Democratic candidate, apparently elected. Insurance men took special interest in that campaign, since a group of Republican fire and casualty insurance agents formed a campaign against Herbert, the Republican governor, because of the part that he had played in the situation involving the licensing of General Motors dealers as insurance agents. Here W. Lee Shield probably will go out of office as insurance superintendent. Walter Dressel held that office when Lausche was previously governor.

Although a Democratic governor may be elected in Michigan, David Forbes is safe as insurance commissioner, because he was recently reappointed for a four year term. He is vice-president of N. A. I. C., and the indications thus are that he will be able to go on and ascend to the presidency.

Harrington Situation

C. F. J. Harrington has been impervious to the change of political tides in Massachusetts and hence the election of a Democratic governor there will probably not affect his fortunes. Mr. Harrington was originally appointed by a Democrat, but he has subsequently served under both Republican and Democratic governors.

Commissioner Sullivan was leading for reelection as Kansas commissioner two to one in a field of four. His closest competitor was Robert G. Mosier, Democrat, of Manhattan.

Just how a more radical political atmosphere may affect the trends in insurance supervision, nationally and at the state level, is something that will be closely watched. One important factor will be the attitude of the federal trade commission. In view of the fact that a Dewey victory had been expected, the possibility of FTC moving into important areas of insurance supervision at this time had not been seriously weighed, but now the picture there may change.

It could be expected that in a Congress of a radical makeup there would emerge proposals for federal insurance supervision that would not get serious consideration in a conservative Congress.

Insurance leaders, particularly in the life insurance end, of course, are mightily interested in how the public debt is managed and how the fiscal policies are shaped at the highest levels.

All in all insurance is extremely sensitive in many directions to changes in political fortunes and trends, and the surprising result of Tuesday's election is going to necessitate much fundamental reappraisal of both the short term and long term prospects.

The drastic sell off in the stock market Wednesday morning, of course, will affect the portfolio showing of insurance companies, and represents a sharp reversal of the recent favorable developments in that direction. This depressing influence on surplus tends to accentuate the insurance market capacity problem.

200 Accountants Gather to Discuss Board Task

About 200 stock company accountants, actuaries and statisticians were expected at an Atlantic City meeting, Nov. 4-5, to discuss the National Board's new program for collecting figures on premiums earned and losses incurred. Lewis A. Vincent, assistant to the general manager of the Board, Dr. Joseph H. Finnegan, chief statistician, and E. C. Potter, accountant, are to handle the meeting and discuss the Board's project which starts Jan. 1, 1949.



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Every yard gained brings the goal line just that much closer. In the Insurance field, every policy sold builds the Agent's premium income. That is why the HAWKEYE-SECURITY companies work closely with Agents. HAWKEYE-SECURITY are geared to help Agents build sales. Every department of these friendly, co-operative companies knows its signals . . . and speeds down the field, clearing the gridiron for the Agent carrying the ball.

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Possible Spread of UCD Laws Causing Some Employers to Defer Group Moves

Possibility of passage of state compulsory disability legislation during 1949 is being advanced by an increasing number of employers as an argument against installing group disability benefits, group men report. Such wait-and-see attitude is particularly apparent in New York and Illinois, and other heavily industrialized states.

In face of the threat or promise of state disability laws, depending on the point of view, these employers remain adamant to the often employed argument that if there is going to be such a law they ought to beat the gun, have the coverage installed in advance of it and thus get the credit. These employers maintain that such credit is nebulous at best. They say that the union will get credit for whatever they initiate. If they offer group disability to their employees before the law is passed, the union will point with pride to its job of pressuring such coverage through in advance of a state law, they maintain. They ask why they should install a coverage which is shortly going to have to be changed to meet the provisions of a state law.

Seek Greener Pastures

The group men are so swamped with business generally that when they find an employer or his representative who is firmly entrenched in this way of thinking, they spend little time in arguing and go on to greener pastures.

The insurance people sense that some of the employers they face are in favor of compulsory disability legislation. These men feel that since group insurance is a matter of collective bargaining it might as well be standardized. The group men know also that this is the time of high payrolls and substantial profit and that many employers who will raise no objection to making compulsory disability contributions where

in leaner years they would put up quite a fight.

The group men find that strong agitation for compulsory disability laws comes from smaller employers, those employing less than the statutory group minimum. The small firms are not offered regular group disability insurance and even if they are eligible for

wholesale cover they feel that they do not get the group advantages. They see in compulsory legislation a chance for equality of rate with the bigger employer.

Insurance men report that in general there are not too many employers actively pushing for compulsory legislation. The preponderance of employers are Republican in politics and the major agitation for compulsory insurance has been coming from Democrats. However, the group men note there is a general apathy among employers toward the whole question. They do not

care whether their insurance comes as a result of law or not or whether it comes from a state fund or insurance company. This attitude many group men regard as dangerous and they try to combat it. They seek to impress upon such employers that if a compulsory law is passed it should afford private companies a chance to compete with state funds.

While the average group man does not feel that he can openly talk down compulsory disability, he recognizes that there is nothing to keep him from emphasizing the advantages of private cover.

If Disaster Strikes-



List Speakers for Mutual Casualty Claim Conference

A claim conference of mutual casualty companies, members of National Assn. of Mutual Insurance Companies, will be held Nov. 18-19 at the Stevens Hotel, Chicago. Executives of any mutual writing automobile or other casualty coverages are invited to attend. Robert B. Goode, secretary of Allied Mutual Casualty, Des Moines, is general chairman and W. A. Hults, vice-president Auto-Owners, Lansing, chairman of the claim committee, will preside at the discussions.

Among the panel speakers will be William P. Jamieson, Auto-Owners; H. E. Olerick, Iowa Mutual Liability; William J. Hancock, Allied Mutual Casualty, Des Moines; Charles Belsan, Shelby Mutual Casualty; W. J. Hynes, Employers Mutual Casualty, Des Moines; Julian E. Smith, Equity Mutual, Kansas City; Carl F. Browne, Beacon Mutual, Columbus; Willis Link, Farm Bureau Mutual Auto, Columbus; Carl W. Johnson, American Farmers Mutual Auto, St. Paul; Paul W. Wishon, Celina Mutual Casualty.

Fletcher B. Coleman, vice-president of State Farm Mutual Auto, will discuss "Permissive Use of an Auto"; Ari M. BeGole, Detroit, "Court Approval of Settlements with Minors," and Richard C. Masters, vice-president and assistant general counsel of Auto-Owners, Lansing, "Liability of Company Where Judgment Exceeds Policy Limits."

About 120 claims executives will attend.

De Young Detroit Speaker

Jay De Young, Continental Casualty, Chicago, will address Detroit A. & H. Assn. Nov. 9 on "Looking Forward to the Future." He was formerly in charge of Continental's A. & H. branch there.

Reinsurance lessens the shock. While the public demand for television sets rises to heights no one would have dared to forecast a year ago—the manufacturers of video sets are gearing themselves to meet enormous production schedules. Rapid expansion is often the forerunner of catastrophic accidents and expensive shut-downs.

Properly drawn reinsurance plays an important part in your protection of this fast-growing industry. Our experience can be useful to you in providing suitable safeguards to manufacturing and commercial organizations through reinsurance.

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CASUALTY, FIDELITY AND SURETY REINSURANCE

ACCIDENT AND HEALTH

To Discuss Group A. & H. Problems

Discussions exploring current problems in the group insurance field are slated for the annual group meeting of H. & A. Underwriters Conference at La Salle Hotel, Chicago, Nov. 18-19. P. W. Watt, Washington National, chairman of the conference group committee, will be in charge.

The lead-off discussion Nov. 18 will center on pros and cons of increasing hospital and surgical benefits to follow the trend of rising costs, with J. E. Hellgren, Lumbermens Mutual Casualty, and C. R. Ashman, Lincoln National Life, in charge. W. deV. Washburn, American Health, will lead a panel discussion of medical insurance, including the various types of coverage and the experience of companies writing it. H. N. Norman, American Mutual Liability, will present the group side of medical insurance and H. C. Pogue, Business Men's Assurance, the franchise standpoint.

That afternoon "Extension of Coverages", including the recent Michigan ruling on terminal hospital and medical maternity benefits and the trend toward providing occupational accident and sickness coverages to supplement workmen's compensation, will be handled by P. G. Korn, National Casualty. J. L. Morrison, North American Life & Casualty, and Mr. Pogue will discuss cases involving less than 25 employees, written on either a "pure group" or a franchise basis.

W. S. Collins, Union Labor Life, will take up effect of recent court decisions upholding the NLRB ruling that unions may bargain with the employer on group plans.

Methods for reducing the home office costs in group cases will be considered the second morning by G. H. Hipp, Employers Mutual Liability, and E. D. Speer, Great American Reserve. F. M. Walters, General Accident, will discuss blanket insurance and G. L. McDowell, Commercial Casualty, developments and trends in the association group field. That afternoon cash sickness benefit programs will be reviewed by R. J.

Monahan, Lumbermens Mutual Casualty, speaking on the California act, and R. C. Knoblock, Washington National, on the New Jersey act.

The program will conclude with a review of legislation in connection with cash sickness plans and group laws by Bill Howland, conference statistician and secretary of the group committee.

Program Given for A. & H. Session at Life Meeting

Representatives of Life Insurance Agency Management Assn. companies writing A. & H. insurance will hold a luncheon and afternoon meeting Nov. 12 at the conclusion of the L.I.A.M.A. annual meeting in Chicago at Edgewater Beach hotel.

John W. Sayler, vice-president of the Business Men's Assurance is program chairman. R. H. Belknap, director of agencies Occidental Life of California and chairman of the committee for companies writing A. & H. will preside at the luncheon.

After Mr. Belknap's report E. J. Moorhead, actuary of L.I.A.M.A., will speak on current A. & H. compensation trends and will present the results of a survey he has made; A. B. Olson, vice-president of Guarantee Mutual Life will speak on "Completing the Protection Picture with A. & H."; W. M. Rothaermel, vice-president Pacific Mutual, will handle the topic, "Fitting A. & H. Into Training." T. T. Wallace, president of Great American Reserve, will discuss A. & H. Selling Methods, and F. S. Finch, vice-president United Benefit Life will speak on merchandising A. & H. into today's market.

Strong Program for Okla. Sales Congress Announced

A strong program is announced for the sales congress of Oklahoma A. & H. Assn. at Oklahoma City Dec. 6.

V. J. Skutt, Mutual Benefit H. & A., president of H. & A. Underwriters Conference, will speak on "Operation—Cooperation;" Wesley J. A. Jones, assistant executive secretary of the National association, on "A New Man Views Your Accident and Health Business;" Charles B. Stumpf, Illinois Mutual Casualty, Madison, Wis., first vice-president of the National association, on "Your Approach—Is It Yours?" and Earl Putnam, Waterloo, Ont., president of Canada Health & Accident, on "The Common Denominator of Success." The program will be completed by a panel in course of formation.

The meeting of the Oklahoma association originally scheduled for Oct. 25 was postponed to Nov. 8.

Chicago A. & H. Association Banquet Plans Announced

The banquet of Chicago A. & H. Assn., which has been an annual affair since 1925, will be held in the grand ballroom of Hotel LaSalle, Nov. 18. Plans are being made to accommodate 400 at the banquet. More than 50 reservations already have been received from company men.

John H. Campbell, Provident Life & Accident, banquet chairman, will open the program and introduce President Irving G. Weissman of the association, who has arranged the banquet program.

E. H. O'Connor, Insurance Economics Society, will present a permanent memorial for the late Harold R. Gordon, managing director of H. & A. Underwriters Conference.

V. J. Skutt, Mutual Benefit H. & A., conference president, will be the honored guest and speaker.

Insurance Director Parkinson of Illinois also will be an honored guest and speaker, as will Robert L. Hogg, executive vice-president of American Life Convention.

Also present at the head table will be Illinois insurance legislative leaders, Arthur J. Bidwell, chairman senate in-

surance committee; Ben S. Rhodes, chairman, and W. Russell Arrington, vice-chairman house committee, and Walker Butler, state senator. O. J. Breidenbaugh, executive secretary, will represent National Assn. of A. & H. Underwriters.

Entertainment will include the Mid-States Four, 1948 international barber shop quartet semi-finalists.

Preceding the banquet at 6:30 p.m., a reception and cocktail party will be given in honor of the 18 past presidents of the Chicago associations and distinguished guests. Tickets including all costs are \$7 per person and tables can be arranged by companies and general agencies.

Fireman's Fund Shapes Single TDB Form for N. J.

Fireman's Fund Indemnity announces its plan for providing temporary disability benefits under the New Jersey law. It will issue a single policy form providing amounts of weekly benefit identical to those provided by the New Jersey workmen's compensation law, which is 66⅔% of the average weekly earnings with a minimum of \$10 and maximum of \$25. Additionally, benefits otherwise payable are increased 50% for the period the employee is confined in a hospital. Fireman's Fund Indemnity approaches the problem on the basis that the TDB benefits are an extension in principle of workmen's compensation. There are two rate schedules depending on industry classification. The cost will be either 1% of taxable wages or .85%.

Gregory Speaks at L. A.

LOS ANGELES—President E. F. Gregory of National Assn. of A. & H. Underwriters spoke at the October meeting of Los Angeles A. & H. Underwriters Assn. He said the A. & H. man should not be in the business alone to make money, but should have a broader view. He declared that more persons buy income protection for their families than they buy life insurance for themselves. He said that the A. & H. business is threatened and that those in the business must be prepared to meet that threat.

Case Western Iowa Manager

Meredith Case of Des Moines has been appointed division manager for the western half of Iowa for Bankers Life & Casualty. He formerly was with National Benefit Life.

Republic National Life of Dallas has been elected a member of Bureau of A. & H. Underwriters.

Inter-Ocean has been licensed in Oregon, with C. F. Burrill as general agent.

In the official summary of security transactions and holdings reported to the SEC for the period Sept. 11 to Oct. 10 it was indicated that U.S.F.&G. acquired 174 shares of Fidelity & Guaranty and its holdings now comprise 189,000 shares. J. Harry Bibby bought 10 shares of U.S.F.&G., increasing his holdings to 25; Hugh D. Combs bought 25 shares and now has 225; Charles C. Conlon, bought 15 shares and now has 90 and Frank R. Kent bought 50 and has 550.

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CHANGES IN CASUALTY FIELD

Bennett Joins Automotive Mutual Group at Chicago

Richard O. Bennett has been named traffic safety consultant of National Assn. of Automotive Mutual Insurance Companies. For the past three years he has been senior traffic safety consultant for the National Safety Council. He will serve as assistant to J. C. Stennett, director of safety engineering, at the organization's headquarters at Chicago.

Mr. Bennett was a winner of the Kemper fellowships awarded annually by Lumbermen's Mutual Casualty, and became a member of the first class graduated from Northwestern University's traffic institute. He was managing director of the Lansing, Mich., safety council, and served for three years as a traffic specialist in the army transportation corps, principally in Europe, holding the rank of captain.

Six New Claim Offices

Hartford Accident has opened new field claim offices at 320½ South Olive street, West Palm Beach, Fla.; 213½ North Main street, Kokomo, Ind.; 101 River street, Saranac Lake, N. Y.; 222 South Tryon street, Charlotte, N. C.; Bowie building, Beaumont, Tex., and at San Jose, Cal.

Manager at West Palm Beach is Howard V. E. Hanson, graduate of University of Miami, and who has been an adjuster for Hartford A. & I. since 1946 at Miami. Kokomo manager is Carmi J. Yoakam, graduate of Denison University and University of Michigan law school.

In charge at Saranac Lake is William B. Shea who has been with Hartford since 1929 and has served at Hartford, Portland, Me., and Chicago.

B. K. Boone, graduate of Virginia Polytechnic Institute and former army major who has been with Hartford A. & I. at Greensboro, N. C., is manager at Charlotte.

L. E. Turner, who has been with Hartford A. & I. since 1941, is manager at Beaumont while San Jose manager is M. K. Campbell, graduate of Suffolk law school and who has been with Hartford A. & I. 20 years.

Perry Named Asst. Manager

Gerald L. Perry, superintendent of the surety department for Hartford Accident at Seattle, has been advanced to assistant resident manager there. He will assist Albert A. Carson, resident manager, in general supervision of business in the territory.

Mr. Perry entered the insurance business in Great Falls in 1920. In 1922 he joined Hartford Accident at Spokane, where he remained until transferred to San Francisco in 1925. In 1927 he was transferred to Seattle as special agent, and a few years later was appointed superintendent of the fidelity and surety department. Mr. Perry served two years as president of Seattle Surety Underwriters Assn., and is now secretary of that organization.

Indemnity of N. A. Changes

Thomas W. Dickson, 2nd, has been named assistant superintendent of the automobile department of Indemnity of North America. He has been with the company since 1930 and in recent years has been supervising underwriter in the auto department.

James Connor has been appointed to the special risks department of Indemnity of North America. He formerly was with Bureau of A. & H. Underwriters. He is a graduate of University of Pennsylvania.

LaFayette Locke, assistant manager of the department of information and publications of Assn. of Casualty & Surety Companies, has resigned to join the publications department of Shell Oil Co. in New York. Mr. Locke joined the association staff in 1946.

G. J. Stone General Manager of Utilities Mutual

George J. Stone has been elected vice-president, general manager and director of Utilities Mutual of New York, taking the place of Charles E. Morrison, who is retiring. Mr. Stone has been superintendent of claims since 1921. He is a former president of New York Claims Assn.

Mr. Morrison joined Utilities Mutual shortly after it was formed in 1914. He was a teacher at Columbia and is a former president of New York State Mutual Casualty Companies.

Meekins to San Francisco

B. F. Meekins, special agent at Dallas for the claims bureau of Assn. of Casualty & Surety Companies, has been transferred to San Francisco and elevated to special agent in charge. He replaces Robert D. Benn, who has resigned to return to the practice of law in Dallas.

Mr. Meekins joined the claims bureau in 1946. During the war he was assistant director of plant protection for

California Shipbuilding Corp. He is a law graduate of Wake Forest College.

Phoenix Indemnity Names Graham at Chicago

James R. Graham has been appointed manager of casualty underwriting at Chicago for London Guarantee and Phoenix Indemnity. Mr. Graham has been at the home office in the underwriting department for more than 20 years, most recently handling workmen's compensation and liability underwriting for Illinois.

Sheffer-Cunningham, Wichita adjusting firm, has added Richard R. Barnes, formerly with Hartford Accident at Wichita, to its staff to handle liability claims.

Charles E. Nail, president of Lumbermen's Mutual of Mansfield, O., has been elected to the advisory board of Lumbermen's Mutual Casualty.

Insurance Women of Milwaukee were guests of Insurance Women of Racine at a Halloween dinner, after which William C. Carney of Carney-Rutter agency, Milwaukee, discussed the Wisconsin assigned risk plan. He was introduced by Urban Krier, executive secretary Wisconsin Assn. of Insurance Agents.

COMPANIES

Employers Reinsurance Volume Shows Gain

The sharp increase in premiums written in the first six months of 1948 permitted Employers Reinsurance to show a big gain in volume over 1947. The writings in the third quarter ended Sept. 30 were smaller than a year ago.

Employers added fire insurance in the third quarter of 1947. Thus the first half of this year included the new line, while a year ago there was none. The third quarter of 1947 showed an abrupt climb as a result of the new line. The quarter just ended was the first comparable period with last year.

Premiums written in the three months ended Sept. 30, 1948, totaled \$6,193,447, compared with \$6,447,055 a year ago. For the nine months in 1948 the total was \$18,710,689, compared with \$14,395,794 a year earlier.

Investment Income Gains

Net investment income, after taxes, for the third quarter was \$163,724, against \$135,686 a year ago. The 9-

LISTEN IN while Agent "X" gets the facts on our new Non-Cancellable line

Agent X: "Flexible you say—how's that?"

Manager Y: "There are three separate and distinct basic policies. All three are issued with various elimination periods—and with a wide choice of optional extra benefits. You can tailor a policy to fit the prospect's needs—and his pocketbook."

Agent X: "Can you give me a brief outline of the indemnities provided?"

Manager Y: "Sure, jot this down—Accident Benefits (beginning the 1st day if desired) are payable from one year to LIFETIME and Sickness Benefits (beginning the 8th day if desired) are payable from one year to 100 MONTHS. All policies provide for RECURRENT DISABILITIES and the shorter term plans are written NON-MEDICALLY. In short, Mr. X, I don't hesitate to say we're offering "non-can" at its best!"

Agent X: "You say supplemental coverages are available with all of those plans?"

Manager Y: "That's right—your prospect can select from no fewer than four different hospital riders paying from \$4.00 to \$7.00 per day for 90 days for room and board—and choose between two surgical schedules paying maximum fees of \$150.00 or \$250.00."

Agent X: "Sounds like you have a really saleable line, Mr. Y—can you sent me some literature giving the details?"

Manager Y: "I'm mailing you a complete pocket-size kit containing rate cards, underwriting rules, specimen policies and a sample of our new circular-application which includes a handy proposal form."

Agent X: "Thanks—that's real service. We'll be doing a lot of non-cancellable business together—but quick!"

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PROVIDENT LIFE & ACCIDENT INSURANCE COMPANY
CHATTANOOGA

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month investment net was \$469,136, against \$419,558. Loss ratio this year has been larger than last year.

Assets of the company topped the \$40 million mark for the first time. As of Sept. 30, they were \$40,318,083 an increase of \$4,695,279 for the nine months of this year.

Voluntary special reserve (unassigned surplus) was \$1,027,755, a decrease of \$1,296,873 during the third quarter, and down \$895,036 for the nine months of 1948.

Loss reserve rose from \$13,949,971 to \$15,336,186 during the third quarter and was up \$3,809,266 for the nine months.

Minn. Insurer to Expand

ST. PAUL — More than 100 local agents who are also stockholders in Casualty Underwriters, Inc., will meet here Friday to get a report on the

operations of this agents'-owned company and to consider an expansion program. It is proposed to double the capital to \$200,000 so that the company can write general casualty lines. At present it is authorized to write automobile lines only.

Since the company started writing business Feb. 16 it has written 9,000 cars with total premiums of \$362,172. The loss ratio to date is reported favorable. About 150 local agents are now stockholders.

Central Surety Net Lower

Net earnings of Central Surety in the first nine months of 1948 totaled \$129,505, compared with \$212,749 a year earlier.

Net premiums written amounted to \$9,333,523, an increase of \$102,688 over the same 9-month period a year ago.

Directors declared the regular quarterly dividend of 50 cents a share and an extra of 50 cents, both payable Nov. 15 to holders of record Oct. 29. W. R. Schoffstall was elected assistant secretary.

Assets increased \$1,525,984 this year and on Sept. 30 aggregated \$17,759,621. In the first nine months of 1947 assets increased by \$1,843,484. Reserves were \$13,264,867, an increase of \$1,506,996. Surplus account, after payment of \$75,000 in dividends, increased \$18,988 to \$3,494,754.

SURETY

Martin Lewis and Aids on Pacific Coast Trip

LOS ANGELES—Martin W. Lewis, general manager of Surety Assn. of America, and Peter A. Zimmermann and F. T. Morehouse, assistant secretaries, were guests here at a special luncheon meeting of Surety Underwriters Assn. of Southern California.

Mr. Lewis said considerable progress is being made in the solution of the regulatory law situations in the various states, and that organization and state officials are in active cooperation.

He reported that the survey of the surety business being conducted by Prof. Backman on behalf of Surety Assn. is making rapid progress and that when completed it will be valuable to those in the business. He discussed some of the problems now confronting the business throughout the country.

Neb. State Bond Letting Is Set for Nov. 22

LINCOLN, NEB.—Biennial letting of fidelity bonds for state officials and employees will be held Nov. 22, Director Stone announces. Constitutional officers and heads of certain departments are exempt. Bids will be for blanket bond coverage for each department. All companies wishing to submit bids must file their rates by Nov. 7.

Mr. Stone said additional figures probably will be filed by the companies to support their claim that rates in Nebraska are not too high. The department held a hearing last week, with 50 company men in attendance, when Mr. Stone said loss ratios in this state are lower than in other states and rates should be lowered accordingly. The companies contended their rates must be figured on a national basis. However, new filings may be made to cover "certain types of bonds" which may result in rate changes.

At the hearing Martin W. Lewis, general manager of Surety Assn. of America, and C. C. Fraizer, Lincoln attorney, explained the workings of the association.

Open L. A. Airport Bids

Los Angeles board of public works has opened the bids for the westerly section of the Los Angeles municipal airport. N. M. Ball & Sons, Santa Barbara; Harnes Bros., Sacramento, and H. E. Parker, Marysville, jointly were low bidders on schedule A, with a price of \$3,663,000, and Morrison-Knudsen Co. on schedule B at \$1,700,000. Glens Falls Indemnity, through its San Francisco office, was on the bid bond for the first group and Fidelity & Deposit for Morrison-Knudsen Co.

World Bank Policy

WASHINGTON — International Bank for Reconstruction & Development carries a blanket accident and travel policy with Commercial Casualty to cover its officers and employees in their world-over missions, it is disclosed in the bank's latest financial statement.

Insurance Women of St. Louis at their dinner meeting Nov. 9 will hear Elmer F. Emrich of FBI talk on its work.

ASSOCIATIONS

Iowa Claim Men Hear Department Claim Counsel

DES MOINES — Sam Orebaugh, complaint counsel for the Iowa department, speaking at a meeting of Iowa Casualty & Surety Claim Assn., pointed out the important part claim adjusters play in insurance, representing a direct and usually the first contact with the insurer.

Hear Bryan and Cox

ATLANTA — Judge Shepard Bryan spoke at the meeting of Atlanta Claims Assn., outlining the work of the group, which covers claims investigations and adjustments in several southeastern states. Felix O. Cox, special agent in charge of the Atlanta office of the Claims Bureau, also on the importance of cooperation on the part of members.

Discuss "Comp" Cancellation

At the luncheon meeting of Casualty Underwriters Assn. at Newark Nov. 8, there will be a discussion on "Compensation Cancellation Procedure."

Crime Talk at L. A.

LOS ANGELES — Col. Lear B. Reed, veteran of both world wars and an attorney, spoke before Casualty Insurance Adjusters Assn. of Southern California on "Cross Roads of Crime." He spoke mainly on his activities as a member of the FBI during the Kansas City political scandals.

Catlin Conn. Club Speaker

HARTFORD — Casualty & Surety Assn. of Connecticut will meet Nov. 13 to hear Robert I. Catlin, vice-president of Aetna Casualty and chairman of the Connecticut highway commission.

Hildebrandt Elected at Buffalo

Gilbert S. Hildebrandt, manager at Buffalo for Standard Accident, has been elected president of the Casualty & Surety Club of Buffalo.

PERSONALS

Election of Vincent Cullen, president of National Surety, as president of the Maryland Society of New York, was confirmed at a meeting last month at New York City. Membership of the Maryland Society is composed principally of men born and raised in Maryland now living in New York. They gather on notable Maryland holidays.

Governor Rennebohm of Wisconsin has appointed B. E. Kuechle, vice-president and claims manager of Employers Mutual Liability, as a member of the permanent "employ the handicapped" committee. Harry Lippart of the state industrial commission is chairman.

DEATHS

Frederick W. Reuther, 50, of Loyal Protective Life, a director of the A. & H. Underwriters of Milwaukee, was killed when an automobile in which he

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DECEMBER 31st, 1947

CAPITAL	\$ 4,000,000.00
Surplus	8,534,246.69
Voluntary Contingency Reserve	750,000.00
Surplus to Policyholders	\$13,284,246.69
Reserve for Losses	9,067,162.48
All Other Liabilities	7,863,979.60
TOTAL ADMITTED ASSETS	\$30,215,388.77

NOTE: Securities carried at \$700,000.00 in the above statement are deposited as required by law.

CASUALTY . FIDELITY . SURETY
Re-Insurance

was riding collided with a truck on a highway.

Henry Ittleson, who was chairman of C.I.T. Financial Corp. and who died at the age of 77, was also chairman of National Surety, C.I.T. subsidiary.

E. E. Pelz, 86, district agent for the accident department of Aetna Life at Seattle, died there. He was with Aetna at Salt Lake City before moving to Seattle in 1900.

Hale Anderson, High F. & C. Executive, Is Retiring

After 43 years of service, Hale Anderson, vice-president of Fidelity & Casualty, has retired at his own request.



Hale Anderson

Mr. Anderson will spend his retirement at North Stonington, Conn., which was his summer home but recently has been converted for permanent use.

Chairman B. M. Culver and President F. A. Christensen, in company with several of Mr. Anderson's other business associates, tendered him a luncheon and presented a token of their esteem.

Work Out New Agreement on Maternity Coverage

LANSING, MICH. — The Michigan department is advising all Michigan-licensed carriers writing hospitalization or medical coverage with maternity benefits of the recommendations of a special committee to assure equitable treatment of maternity claims.

The committee noted that most of the problems raised result from transfers from one carrier to another, causing lack of continuity of maternity coverage. It advocates considering that claims for maternity benefits are incurred with the inception of pregnancy, rather than at the time of hospital confinement, provided satisfactory safeguards against anti-selection are present.

For group policies, it recommends extending maternity coverage for nine months following termination of insurance, regardless of cause, except for failure to pay premiums while a group policy is still in effect.

Dependents' Coverage Included

The extension would apply to dependents' coverage, when provided by policy terms, and would apply whether or not a succeeding carrier assumed the risk. In cases of transfers of coverage, the succeeding carrier's waiting period would be limited to not more than nine months and claims for benefits based on pregnancy commencing on or after the effective date of the transfer would be covered by the succeeding carrier, whether or not the confinement commenced within the waiting period.

On individual and family expense policies, carriers should extend maternity coverage for nine months after cancellation or refusal to renew by the insurer, provided pregnancy commenced during the insured period but if insured lapsed on premiums no extension would be expected.

The same provisions as for group would apply to franchise policies and non-profit contracts as they pertained to "risks underwritten without individual selection and without right of individual termination by the insurer covering five

or more of a class of employees or members of a group, with or without a master contract."

The report further recommended that maternity coverage include childbirth, abortion and miscarriage and that the word of the attending physician be accepted relative to the date of inception of pregnancy.

Members of the committee who worked out the recommendations were: Albert Pike, actuary Life Insurance Assn. of America; C. Clark Bryan, attorney American Life Convention; John P. Hanna, attorney H. & A. Underwriters Conference; Merle J. Thompson, Standard Accident, representing Bureau of A. & H. Underwriters; Jay C. Ketchum, Michigan Medical Service, representing Blue Cross; John Panchuk, counsel Federal Life & Casualty, representing Michigan companies, and John W. Wickstrom, director accident and health division Michigan department.

National Surety originated and executed with seven other surety companies a \$15 million bond at Cleveland on behalf of Harry J. Colby as administrator of the estate of John R. Raible.

C. F. Reiner of Massillon, O., has taken his son, Ralph C. Reiner, into the business.

READER WRITES:

Must Extend Group to Small Firms or UCD Laws Certain

The NATIONAL UNDERWRITER has received the following letter from Ralph L. Hermann, district manager for Penn Mutual Life at Freeport, Ill.:

"Your editorial 'Compulsory Disability Not Inevitable' is well taken. However well it is stated, it still refers to the larger employers and the larger cities. Throughout the states are many small cities and villages with a preponderance of employers with a small number of employees that are less than the necessary number of employees to qualify for group or wholesale coverages. Likewise the coverages diminish when dropping from group to wholesale.

"In spite of what we as agents or the small employers can do, if the insurers do not drop their minimum qualifying requirements to at least five employees and give us good and equal coverages and rates, we will surely have compulsory state legislation. It is time that

the insurers do something about it. The majority of private enterprises (and the small ones are in the majority) have no alternative but to accept the legislation. 'Little Business' is getting the squeeze from all sides, and the great insurance industry is doing its bit most definitely.

"A legislator that has his constituents' social interests at heart does not have to be a leftist to quickly see and justly argue for such compulsory legislation. Why does the great insurance industry stand by, time after time, and see these needs and developments and allow such legislation to be enacted and then, after the house is burning, get all excited and do a lot of talking and not much else? Why should they not take the lead? Preventive maintenance is always best."

United Managers Gather

United of Chicago held its managers convention at Miami Beach. More than 100 managers and their wives representing the industrial department attended. The company was represented by President O. T. Hogan and Vice-presidents J. R. Hogan and G. Blair Heiser.

Leo D. Frederikson has purchased the agency of the late C. J. Morling at Associated F. & M. and Dixie Fire have withdrawn voluntarily from Ohio.



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Victor Montgomery, President

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BRANCH OFFICE SERVICE FROM COAST-TO-COAST

Indiana Bank Department Sets Bond Minimums for Fidelity Coverage

The Indiana department of financial institutions earlier this year issued a regulation requiring banks and trust companies to carry bonds on all officers and employees who have control of or access to money or securities in the regular discharge of their duties. The regulation sets out the minimum bonds, geared to the amount of deposits.

No bond will be approved in an amount less than provided in the two schedules, one of which is for the blanket bonds and the other for individual schedule bonds, and the cancellation clause rider must be issued for notification to the Indiana banking department if there is cancellation for any purpose. The minimums set up by the Indiana department fall roughly halfway between the "minimum" and "fair" amounts set forth in the recommended schedule of bond amounts of the American Bankers Assn.

To get the deposit figure, banks are to use the average of the deposits according to the two required reports immediately preceding the date of the

bond. A bond in a term of more than one year is subject to approval as to the amount at each anniversary date. Deposits of branches are to be used in determining the amount of minimum bond to be carried by branch officers and employees.

"Each bank and trust company shall maintain sufficient and adequate insurance covering all functions or activities in keeping with sound banking practices, or in lieu thereof shall maintain an adequate reserve against such hazards," the regulation states. "Particular emphasis is placed on the fact that the amounts set forth herein are only minimum requirements," according to the regulation. "Selection of the coverage must be made in accordance with the needs of the institution for the safety of all depositors."

Recently the Connecticut commissioner of banking announced that he would ask the next legislature to change the law in order to provide for the auditing of the banks accounts by outside firms. One of the major reasons he gave was because of the rising frequency of fidelity losses in banks.

Bankers Blanket Bond Schedule

Deposits	Minimum Bond
\$ 100,000-\$ 200,000	\$ 15,000
200,000-300,000	20,000
300,000-400,000	25,000
400,000-500,000	30,000
500,000-750,000	35,000
750,000-1,000,000	45,000
1,000,000-1,500,000	55,000
1,500,000-2,000,000	70,000
2,000,000-3,000,000	80,000
3,000,000-5,000,000	100,000
5,000,000-7,500,000	115,000
7,500,000-10,000,000	140,000
10,000,000-15,000,000	175,000
15,000,000-20,000,000	225,000
20,000,000-25,000,000	275,000
25,000,000-35,000,000	340,000
35,000,000-50,000,000	415,000
50,000,000-75,000,000	600,000
75,000,000-100,000,000	600,000
100,000,000-150,000,000	725,000

Individual Schedule Bond

Deposits	Minimum Bond
\$ 100,000-\$ 200,000	\$ 10,000
200,000-300,000	15,000
300,000-400,000	17,500
400,000-500,000	20,000
500,000-750,000	22,500
750,000-1,000,000	37,500
1,000,000-1,500,000	44,000
1,500,000-2,000,000	50,000
2,000,000-3,000,000	60,000
3,000,000-5,000,000	70,000
5,000,000-7,500,000	85,000
7,500,000-10,000,000	100,000
10,000,000-15,000,000	125,000

Swinney Retires at Dallas for Pacific Mutual

Lem C. Swinney, Pacific Mutual general agent at Dallas is retiring from business Nov. 15 after 35 years' service. His first five years were with Northwestern Mutual Life at Hutchinson and Wichita, Kan. He was a partner in the firm of Renfrew & Swinney, district agents at Hutchinson for Northwestern Mutual, for four years, then district agent at Wichita for the company for a year.

He left Northwestern Mutual to go with Pacific Mutual as general agent in Wichita, and went to Dallas ten years ago as general agent for Pacific Mutual.

Previous to entering life insurance work he was with the H. J. Heinz Co. for 10 years, latterly as sales manager at New Orleans.

He plans to spend considerable time in the interests of his hobby of raising the famous Tennessee walking horse, which he believes is the world's finest saddle horse.

His successor at Dallas has not yet been announced.

The first social meeting of the season of the Insurance Women's Club of Oklahoma City drew an attendance of 100 members and guests. Houston Wright of Mutual Employment Bureau, spoke on psychological relation between employer and employee.

Massachusetts Assn. of Insurance Women will hold its first fall meeting in Boston the evening of Nov. 13, with a speaker to be announced later.

Casualty Actuaries Complete Program

Winfield W. Greene, executive vice-president of General Reinsurance, will be the principal speaker at the annual dinner of the Casualty Actuarial Society at the Biltmore hotel, New York City, Nov. 18. Mr. Greene is a former president of the society. Second dinner speaker is Frank W. Lovejoy, sales executive for the Socony-Vacuum Oil Co.

The all-day session on Nov. 19 will be opened with the secretary's report, admission of new fellows and associates and the election of officers and three members to the council. James M. Cahill, secretary of the National Bureau of Casualty Underwriters, and president of the Society will deliver his report, following which several papers will be presented. A luncheon follows.

During the afternoon current questions on automobile liability will be discussed including private passenger classification plans, trends of experience and rating plans, medical payments cover, and the single limit policy.

Lee Detroit Production Mgr. of Provident L. & A.

Provident Life & Accident has appointed Clarence E. Lee as production manager of its Detroit branch. Mr. Lee entered the insurance business with Travelers. Before going to Michigan in 1940 he was in its New York branch. Most recently he has been with Continental Casualty and before that was superintendent of the Aetna Life group's accident department for Michigan.

Lumber Mutual Changes

At the semi-annual meeting of Lumber Mutual Fire, Boston, Vice-president F. E. Rothwell was elected treasurer. He continues as vice-president. T. J. Quinlan was elected assistant treasurer. Mr. Rothwell succeeds Treasurer C. G. Churchill, who died.

Mr. Churchill had been with the company for over 25 years, the last 14 as treasurer.

The company's statement for the first eight months was satisfactory; the first time in history assets exceed \$6 million. Surplus shows substantial increase.

Tex. Comp Hearing Nov. 23

Casualty Commissioner Gibbs of Texas has sent out notice of a hearing, Nov. 23, to consider workmen's compensation and employers' liability matters, including revision of rates; full or extra legal medical rates, limits and endorsement forms; revision of classifications for truckmen, aircraft and oil well drilling and lease operations.

Bruce W. Griffin has been elected president of Grand Rapids Insurance Adjusters Assn. V. E. Rohrs is vice-president and B. H. Hart secretary.

Succeeds Mentor

J. Dougherty Mahon, who has succeeded J. Arthur Nelson as president of New Amsterdam Casualty, has worked with Mr. Nelson since 1902 when he became his secretary. Mr. Nelson is now chairman.



G. S. Van Schaick Joins Ignatius Law Firm in N. Y.

George S. Van Schaick, former superintendent of insurance of New York, who recently retired as vice-president of New York Life, has returned to the practice of law as a member of the New York City firm of Ignatius, McFadden & Catalano. Milton B. Ignatius, Jr., son of the senior partner, has also become a member.

Mr. Van Schaick became superintendent of insurance in 1931, serving until 1935. A year later he joined New York Life as vice-president in charge of mortgage loans.

Renew License Law Service

The licensing law committee of National Assn. of Insurance Agents will renew its agents' licensing law bulletin service during the 1949 state legislative year.

The bulletin will be sent to all the state officers and legislative committees desiring it.

The Samuel F. Fisher agency of Reading, Pa., observed its 65th year of representation of North British & Mercantile when Secretary Carl L. Brandt, and State Agent Henry M. Herrmann, visited the agency. Prior to a dinner Mr. Brandt presented Charles Fisher, proprietor of the agency, with an inscribed wristwatch.

The T. A. Cummings, Jr., Co. agency of Chicago has moved to larger quarters in 619 Insurance Exchange.

George Traver, public relations director of the National Board, is back at his desk after having been out for a week. He was slugged by several thugs late one evening last week at the corner of 39th and Madison in New York City and the injuries inflicted kept him home for a week.

The Dawley & Erney agency, Odensburg, N. Y., has been sold to the W. J. Fox agency. Seward F. Brown, formerly of Potsdam, recently joined the Fox agency as a partner.

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WANTED CASUALTY CLAIMS MANAGER

National Casualty Company desires qualified Claims Manager for position in Dallas branch office. Excellent opportunity. Five day week. Salary commensurate with ability. When replying state age, experience, other qualifications, and salary desired. Replies will be kept strictly confidential. Address S-24, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.



St. Louis A. & H. Men Hear Buyer's, Seller's Viewpoint

ST. LOUIS—"When an A. & H. agent calls on me he has to talk fast and convincingly and say something quickly that will interest me," Dr. Philip DuBois, a psychologist on the staff of Washington University, told A. & H. Underwriters Assn. of St. Louis, speaking on "The Buyer's Point of View."

His address followed one by Monte Baer of the Kern agency on "The Seller's Point of View."

"The agent must be able to convince me that he can do me a real service," Dr. DuBois said. "If he enters my office just to make a sale, that agent is lost, and he will be quickly invited to be on his way."

"When an insurance agent is announced, the prospective buyer instinctively sets up a defense against the sales approach. The agent is there to make a commission on a sale. The buyer or prospect immediately thinks of the various reasons why he should use the premium money in other ways."

Mainly Matter of Motivation

"The keynote of insurance representative-prospect relationship is a matter of motivation. Motivation is what makes people tick. The principal element that governs the sale is those motives that interest the prospect, and, of course, the motives that govern the work of the agent."

Mr. Baer devoted most of his talk to methods for obtaining prospects, so that the agent can arrange his day's work and know exactly where to go each hour that he is seeking business. He stressed that there is no magic to

prospecting; just having a plan to obtain prospects and then calling on them. He outlined how such commonplace things as the city directory, telephone book and the daily newspapers can be used to obtain live prospects.

He brought out that skilled mechanics make big money these days, while women in industry often are paid salaries as large as those of men. He touched on the value of a letter of introduction, especially in life insurance. A satisfied customer will readily recommend an agent to his friends and may actually do the selling for him, Mr. Baer said.

Level Group Commissions Prove Increasingly Popular

The level scale of group commissions generally paid by casualty companies is being adopted to an increasing extent by the life companies for all types of business. Some companies encourage the practice wherever possible through mutual agreement with producers. Many see considerable advantage in doing away with the large first year commission traditional with the life companies and spreading the same credit over the renewal and service years.

Most life companies have been paying a 20% first year commission, graded downward with the size of the risk. The life companies vary on renewal commissions, but 5% is normal for nine years with some paying renewals for as long as the business renews. There are various service fee arrangements also in effect.

The casualty company level scale amounts to from 7 to 10% per year as long as the business renews. Among the advantages which the life people are now discovering for this system is that it keeps down the first year premium and enables a better initial cost to be quoted. Both of these factors are important in the highly competitive field. The first year is the crucial one in the group business and the 20% commission can have the effect of boosting a rate to a point where the client is dissatisfied. Many agents prefer the level commission plan because of the income tax advantage it brings them.

Also competition-bred are situations in which producers are obliged to accept less commission than in the past. There are company men to be found that say that the commission situation in the group field could stand reexamination with a view to lowering them generally. They say that the commissions now drawn are excessive in the light of the part the agent or broker plays in the writing of group. Naturally the producers have no sympathy for this sort of talk. They maintain that as creative salesman they occupy the major role in placing group and, if anything, their commissions should be revised upwards.

attorney in charge of the claim department; Hartwell J. Austin, superintendent of accident and health and group claims, and Bernard D. O'Neill, engineer in charge of safety inspection work.

Issues Polio, Other Diseases Cover

Alliance Life has issued a new sickness policy covering polio, tetanus, encephalitis, leukemia, spinal meningitis, scarlet fever, diphtheria and smallpox at a rate of \$5 for a single person and \$10 for a family group. The policy provides up to \$5,000 for three years' treatment covering doctor, hospital and nursing services, drugs and appliances.

Casualty Course on Coast

E. H. Kingsbury, assistant educational director of Royal-Liverpool, is now on the Pacific Coast to conduct a casualty and surety course at the San Francisco office for 33 of the group's fire field men. Earlier a course in fire and inland marine subjects was conducted there by Frank D. Eubank, educational director.

Insurance Women's Club of Detroit will entertain their bosses at dinner Nov. 9. Guest speaker will be R. L. Packard, educational director of Packard Motor Car Co. Master of ceremonies is Eugene Gallagher of Planet. Commissioner Forbes will be a guest.

Warren F. Kimball, has moved his brokerage offices to 90 John street, N. Y.

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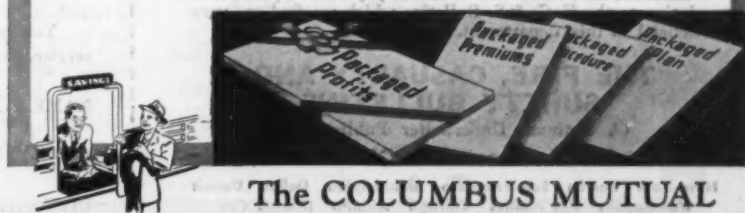
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The Albany office of Aetna Casualty gave a dinner to mark the 25th anniversary of four executives. David M. Allen was toastmaster.

The 25-year service men honored were: Frank D. Frymire, Albany office manager, who went there three years ago from Pittsburgh, where he was superintendent of agents; Earl S. Jones,

Reprints Available

Some of the two page reprint copies of the popular Casualty Insurer article on selling the storekeepers liability policy are still available. These sell at \$3.20 for 100, \$12.70 for 500 and \$19 for 1,000. The article gives a clear outline of the points necessary to know in selling the policy together with specific claim examples under the various policy covers. Orders may be sent to the National Underwriter Co., 420 East Fourth street, Cincinnati, O.

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